



FRONT Entrance view of Edwards and Company, Inc., Norwalk, Connecticut, at night.

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# CONNECTICUT INDUSTRY

OCTOBER  
 1938

# T. A. D. JONES & CO., Inc.

NEW HAVEN, CONN.

BRIDGEPORT, CONN.



NEW HAVEN TERMINAL

DISTRIBUTORS

BITUMINOUS COAL

INDUSTRIAL FUEL OIL

SERVING SOUTHERN AND WESTERN NEW ENGLAND

VIA

RAIL—WATER—TRUCKS

# CONNECTICUT INDUSTRY

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L. M. BINGHAM, Editor

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## The Highway Safety Contest

By E. KENT HUBBARD

A quarter of a century ago industrial management realized that the frequency and severity of accidents in industrial plants had to be reduced. We know the good results of the great effort made in this respect by both the employer and the employee. Industry knows also that it is just as worthwhile to see that the employees trained in the various crafts are unharmed outside of working hours as during their shifts in the plant.

In recent years Connecticut, in common with other states, has realized that one of its major problems is to find the way to reduce the great loss occasioned by motor vehicle accidents on our highways. With each succeeding year the death and destruction totals have mounted higher and higher, until last year the nation-wide toll was 39,500 lives, 1,350,000 personal injuries and over \$870,000,000 in property damage. The figures of the Motor Vehicle Department of our own state show that in the past ten years nearly 5,000 persons were killed in Connecticut, 140,000 injured and there was property damage amounting to \$22,500,086.

Many of our citizens have been trying to solve the problem. At a Highway Safety Conference in New Haven last spring, more than 1,300 persons were present and left the meeting determined that there should be new vigor and increased activity in working out practical methods for reducing the alarming losses of life and property on the highways of Connecticut.

One section of that Conference, devoted to the proposal that a safe driving contest be instituted among the officials and employees of industrial and commercial concerns, considered and approved a plan. Subsequently the Governor and the Highway Safety Commission called upon an Industrial Safety Committee formed through the cooperation of this Association, to put the plan into operation. This plan, as described in detail on page 2 of this issue, is to be inaugurated November 1.

The contest as conceived and finally worked out in detail under the leadership of Dudley S. Ingraham, vice president of The E. Ingraham Company of Bristol, and the Highway Safety Commission, is a laudable effort toward conserving human life and reducing suffering. Its sole object is to reduce the number of accidents by encouraging careful driving and walking on our highways. I believe that it is our duty as employers and as citizens, to support wholeheartedly the Governor of the State, the Highway Safety Commission and its committee by not only enrolling our respective companies in the contest but also encouraging our employees to take part in this most important endeavor.

# MANUFACTURERS TO PARTICIPATE IN HIGHWAY SAFETY CONTEST

**Editor's Note.** The following brief article outlines the purpose and method of the highway safety contest to be inaugurated November 1, under the sponsorship of Governor Cross and The Industrial Highway Safety Committee, headed by Dudley S. Ingraham, vice president of The E. Ingraham Company, Bristol. Envisioned last April at the state-wide Highway Safety Conference held at Yale University, this contest with its multitudinous and painstaking details of effectively organizing for full cooperation among industrial and commercial employers has been worked out by Mr. Ingraham and his committee with the cooperation of the Highway Safety Commission and the Manufacturers Association of Connecticut. The success of the contest for reducing injury and death on the highways, despite the comprehensive program worked out by Mr. Ingraham and his associates, will depend largely on the measure of support given by employers which, in turn, should mean enthusiastic participation by thousands of employee operators of motor vehicles.

THE attendance of more than one thousand persons at the Highway Safety Conference sponsored by the Governor and the Highway Safety Commission and held at Yale University last April, is clear evidence that Connecticut realizes fully its responsibility for reducing the nation-wide traffic toll, which in 1937 took 39,500 lives, caused 1,350,000 injuries and over \$870,000,000 in property damage. One section of that conference devoted its entire attention to various proposals to insure safer driving among employees of industrial and commercial concerns. Out of the discussion came a skeleton plan approved by the Governor and the Highway Safety Commission. That plan has since been worked out in detail and is now scheduled to be launched in the form of a competitive safety driving contest to be inaugurated by the Industrial Safety Committee November 1, 1938.

## Invitation to Employers

In a letter mailed to Connecticut employers, Dudley S. Ingraham, chairman of the committee has outlined the plan in an effort to enlist the full cooperation of all employers in order to register an outstanding success for this worthy project. Mr. Ingraham's appeal reads, in part, as follows:

"... The committee can do nothing without the wholehearted support of all employers. We feel certain that that help will be forthcoming and we earnestly urge full participation.

"We enclose copy of rules of the Automobile Drivers' Safety Contest, which of themselves explain the contest and which should be distributed to all employees driving cars. We also enclose copy of 'Contest Entrance Card' and copy of a suggested letter for the management to write on its own stationery to its employees.

"While it has seemed to the committee that the general rules herewith submitted should be put uniformly into effect, changes may, of course, be made to suit the desires of any individual company for a number of features have been omitted after much deliberation in the interest of simplicity and brevity. In this connection, this committee would specifically point out that while under the rules and regulations every contestant free from accident and from convictions of any violation of the state motor vehicle laws, etc., will receive the coveted record card from the Connecticut Highway Safety Commission, it is provided also that additional prizes are to be awarded to the contestant driving the greatest mileage without an accident. Should this latter be considered objectionable, any employer might, for example, add a set of prizes to go to the contestants coming the nearest to 5,000 miles plus or minus (or some similar figure) without an accident. In the main, however, it is felt that the rules as drawn will be found acceptable and it is hoped they will be adopted and unanimously put into effect in their present form.

"We hope that we may receive from each employer, well in advance of November 1, 1938, a letter signifying entrance in the contest and giving the name of the individual who will be responsible for putting the contest into effect. If you will use the rules and regulations exactly as drawn, we will be glad to have you advise how many copies of the rules and regulations and the entrance card you may desire and they will be dispatched to you promptly.

"It is entirely possible that before the contest is over inter-company and inter-city prizes may be awarded, and we hope you will advise promptly your intention to put the contest actively into effect."

## Rules and Regulations

Rules of the "Automobile Drivers' Safety Contest" may be summarized as follows:

1. **Objective.** To encourage safe driving to the end that there will be material reduction in the tremendous loss of life, injury to person and destruction of property.

2. **Who is eligible?** Any individual connected with a participating concern.

3. **Prizes and Period of Competition.** At the end of one year, each contestant having a clear record (November 1, 1938 to October 31, 1939) will be given a record card issued by the Connecticut Highway Safety Commission and approved by the Commissioner of Motor Vehicles certifying that the holder has been free from accident or conviction of any violation of the State Motor Vehicle Law.

(a) In addition to the foregoing honor recognition at the end of six months or after May 1, 1939 the following prizes of regular gasoline will be awarded by participating companies, based on the number of cars entered in the contest in accordance with the following table:

	25 Cars or Less	25-50	50-150	150-More
1st Prize	25 gals.	35 gals.	45 gals.	50 gals.
2nd Prize	15 gals.	20 gals.	30 gals.	35 gals.
3rd Prize		10 gals.	20 gals.	25 gals.
4th Prize			10 gals.	15 gals.
5th Prize				10 gals.

# EDWARDS AND COMPANY

**Editor's Note.** This is the 47th in a series of articles on Connecticut's Industries. Since Edwards and Company did not start or develop to full stature in Connecticut, this article may be considered as one of an intermittent series about "New-comers to Connecticut." The company selected Connecticut last year as the ideal state for its model home as illustrated in the article. The story, inspired by the 65th anniversary of the founding of Edwards & Company and prepared by Richard Bement Kershaw in 1937, with the aid and constructive criticism of the company's official staff, is reproduced here with only slight change and addition of "Distribution & Engineering" because of its tremendous popularity when distributed last year in pamphlet form to Edwards' customers, prospects, friends and educational institutions.

## Success Launched from Failure

ONE night in 1872, Bishop & Rein, jewelers, closed the doors of their pretentious establishment in the fashionable Fifth Avenue Hotel, never to open them again. It was one of those failures that "couldn't happen" and the employees, too stunned for mutual sympathy, went their separate ways homeward.

Harder hit than most of them was the manager of the Coral Department, Robert Edwards, for much of his earnings had been invested with the firm. He had long been anxious for the opportunity to do a more creative sort of work, but a job was a job, then as now—something to be relied upon, especially when an addition to the family was imminent.

Now, the opportunity was fairly thrust upon him, and there was a long discussion at home that night, of pros-

pects and possibilities. Of the latter there were many. Of the former, by far the best seemed to be the newest idea of the day—a sparking device for gas fixtures, to light the gas without matches or wax tapers. His neighbor, David Rousseau, who lived nearby in what is now 152nd Street, had been experimenting with them in his home, and was full of enthusiasm for the new venture.

Early the next morning, Robert Edwards called on Rousseau, and by noon the two men had agreed to a partnership. The new firm started to function immediately, and in a few weeks the two found themselves unable to produce and install their devices in step with demand. Wiseacres said the new gas-lighters were just a fad, but Edwards and Rousseau didn't think so, added a man to help them, and worked on the idea of an electric door-



**THE Edwards gas lighter which lighted the gas lights in the Vanderbilt Mansion in 1883.**

bell to replace the jangly hand-pull affair of that day.

This young man, Adam Lungen, was the son of a jeweler in the neighborhood, and his mechanical talents were a perfect complement to the business ability of Robert Edwards. Daily association strengthened their first liking for each other, and frequent discussions crystallized their faith in the future of electrical manufacturing. Theirs was a vision beyond that of Rousseau, and in the fall of 1872, Edwards sold out his interest in that firm, to found Edwards and Company with Adam Lungen.

Robert Edwards and Adam Lungen took their experience, their vision,

their faith and one hand lathe to the basement of Lungen's father's jewelry store at what is now Third Avenue and 158th Street, New York, and started the business that was to become in later years pre-eminent in the manufacture of electric signaling devices. It was indeed a youthful organization in an infant industry.

We must imagine the partners working as all young partners work in a new business, giving of their ability and industry, and of themselves, more than is ever reflected on a balance sheet.

Before the year was out, U. S. Grant had been re-elected President of the United States, and Robert Edwards Junior had been born, giving added incentive, if any was needed, to the founder of Edwards and Company.

Contrary to political campaign speeches, elections seem never to either cause or forestall financial crises. Panics occur as inevitably as taxes though, happily, not so often; and a financial panic spread through New York in 1873. Many old well-established firms closed their doors, but the year-old firm of Edwards and Company was equal to the emergency. It not only weathered the panic, but actually increased business by adding speaking tubes and burglar alarms to the line of gas-lighters and bells.

It was given to the partners to labor through years rich in electrical development. To the door of their basement shop in 1876 came news of the Battle of the Big Horn and, on an inside page, a short paragraph about a Russian named Jablochhoff who had invented an electric candle. Here, too, came the news that Colorado was admitted to the Union, and that Alexander Graham Bell had invented an electric contrivance by which the human voice could be carried over wires. There was little general skepticism about Colorado; much about the telephone. Bell proved the workability of his invention in 1877, when news was first dispatched by telephone from Salem to Boston, Massachusetts.

The progress of electric lighting was not so fortunate for Edison's first attempt at street lighting in 1878 was a failure, and his generating plant near Edwards and Company was called "Edison's Folly". He employed the carbon filament lamp, which was the beginning of the incandescent vacuum electric light.

Telegraphy achieved an additional triumph in 1879, when two worlds spoke to each other over the French Atlantic Cable.

Up to this time, the "wood-box bell," with base and cover of wood, had been the only electric bell available. Robert Edwards and Adam Lungen considered it crude and unworkmanlike, and manufactured the so-called "iron-box bell," using steel stampings for the base and cover. They wrought better than they knew, for today, as the "Lungen Bell," it remains practically unchanged and in good demand. The partners were imbued early with the idea of efficiency in operation and in production—using the best design and the best materials for the job to be done. A young-minded firm in a young industry, theirs was the inquiring mind and the will to improve.

Edwards and Company devices and installations created their own demand by virtue of their dependability in the days when electrical equipment for the home was a domestic adventure. Looking at the Company's old ledgers, you can almost see in the clear, careful handwriting an extra little flourish of pride in such entries as Chauncey M. Depew, W. H. and Cornelius Vanderbilt, Jay Gould, Levi P. Morton, E. P. Harriman, Ogden Mills, C. P. Huntington, The New York Central Railroad and the Metropolitan Life Insurance Company.



**FRONT View of Edwards and Company office and plant on the Boston Post Road in the western section of Norwalk.**

#### Growing Pains

A family basement is the softest cradle for an infant industry. It was so with the Lungen basement. But Edwards and Company prospered and grew—grew beyond the confines of this small shop. A move was necessary, and in 1880 new quarters were occu-

pied at what is now 144th Street and Fourth Avenue, by the New York Central Railroad tracks. Here, a three story wooden building housed additional employees and some new equipment. Several lathes were installed and cabinet-making tools were added for the manufacture of wood conduits. The firm's greatest pride were the two heavy die presses set up at this time.

The fine personal feeling behind this firm comes to us forcefully when we see by the records that they operated from 1872 to 1880 without written contract of partnership. "Articles of Copartnership" were drawn up "between Robert Edwards and Adam Lungen, for the carrying on of the manufacture and sale of Electric Burglar Alarms and Bells," and signed in 1880, the year Edison perfected electric light.

Robert Edwards' first patent was granted in 1881, about the time President Garfield was assassinated. It covered an electric bell. He was proud of this impressive document with its gold seal and red and blue ribbon, and he took it home to show his wife, just as you and I would do. The novelty wore off year by year as other patents collected and were filed in the safe. But the satisfaction increased as the novelty decreased.

Until 1882, all electric annunciators were of the needle type. They carried no specific indication, merely causing an arrow to point to a number.



**ENTRANCE Lobby of the Edwards and Company office.**

Household servants seemed to have no better memory for numbers than for who broke a piece of the best china, so these annunciators fell short of their purpose.

In this year, Edwards and Company patented its drop-type annunciator, a radical development. This mechanism brought into view an indicating piece containing a card. It delivered a definite message which could be changed at will by changing the cards.

The shrill screech of whistles still sounded in Robert Edwards' ears as he returned to his factory one day in 1883. He had just watched the gay and noisy celebration marking the opening of the Brooklyn Bridge. This excitement was to take second place,

Edwards and Company in 1884, on circuit-closing contacts for doors. Until then, this device had flicked a lot, buzzed a little, and failed to open the door. The Company's patent covered a door-opener that really worked.

All these patented devices, together with the ingenuity that fathered them, enabled the still young organization to ride out another financial panic in New York this same year. The patents also firmly founded the company's prestige at the first electrical show in the United States, held at Philadelphia in 1884 and called the "Electrical Exhibit, National Conference of Electricians." The show itself gained somewhat in popular interest by the fact that electric street cars had just been

man times today do we hear a welder say, "It may break somewhere else, but it won't break there again!") The first A.C. power plant in the country was put in operation at Great Barrington, Massachusetts, and the Brush Electric Company operated the first commercially successful central station installed by the Westinghouse Company at Buffalo, New York. The first desk telephone appeared this year, supplementing the wall-box instrument.

The Edwards catalogues of this time show many pioneer developments; electric-wound clocks in grotesque glass cases; medical appliances and coils; and program, primary and secondary clocks differing but little from those used today.

Nikola Tesla of Austria introduced the system of polyphase electric currents in 1887—the same year that a convention of American Street Railway Men with a prejudicial confidence in "hayburners" condemned electric traction as a "waste of time".

In 1888 the first standard electric railway in America was put in operation at Richmond, Virginia, and Westinghouse produced the first A.C. electric meter.

The United States was still growing. Oklahoma was opened for settlement in 1889, and North and South Dakota, Washington and Montana were admitted to the Union. The unleashed waters of the Ohio coursed southward and brought death and destruction to Johnstown.

Of more immediate importance to Robert Edwards was the fact that his son liked his business. He wanted to learn to be a manufacturing electrician, "like Dad." And in 1890, when Idaho and Wyoming were admitted to the Union, Robert Edwards Junior was admitted to Edwards and Company.

"Articles of Copartnership" were signed between Robert Edwards and Adam Lungen in 1891, renewing in every particular the agreement they entered into in 1880 after operating eight years without a formal agreement.

Impatient to broaden his experience in the electrical field, young Robert Edwards left the employ of his father in 1892, but returned two years later.

"Horse and Wagon—\$501.04" appears on a yellowed sheet of Edwards and Company's accounts for 1893 under "Assets." The firm was growing in spite of another great financial depression.

And one bright morning this same



INTERIOR View of Edwards and Company modern factory.

however, as he opened another envelope from the Patent Office and found the Company's patent on the electric gas-lighting burner granted.

To operate the first gas-lighting equipment, the proud housewife turned on the gas, then pulled a string which flicked a wire spring across the jet, causing a spark and igniting the gas. When Robert Edwards built his modest home, he introduced the remarkable idea of pushing a button downstairs which magnetically flicked the lighter in the upstairs hall. This was a luxury immediately demanded by Vanderbilt for his new Fifth Avenue home, along with plumbing fixtures of solid gold.

Still another patent was granted

placed in operation on the streets of Cleveland, Ohio.

By 1885, Robert Edwards was physically a tired man. Long days of labor on installations and longer nights of work in the office had weakened him beyond his knowledge. His boundless mental energy and determination had driven him too far. From the funeral services of General Grant, he was carried home one blistering day, sun-struck.

Mentally unimpaired, the destinies of Edwards and Company remained in his hands, and he shaped them well through many years bright with promise for the electrical industry.

In 1886 Elihu Thompson, an American, invented electric welding. (How

year a runaway farm boy named Christian Miller appeared at the factory and asked for work. Robert Edwards put his hand on Chris's small shoulder, looked him in the eye and talked to



**DISMISSAL signals, fire alarm signals, traffic clearing and emergency alarm systems throughout the world use Edwards horns exclusively.**

him awhile. Then Chris was given a broom to start with. If there was any witch on Chris Miller's broomstick it was a very benign one, for he was made Factory Superintendent in 1908, and today is Vice President in charge of Manufacturing.

He was a wide-eyed youngster when word came to the Edwards offices of the invention of the X-ray, and Marconi's wireless telegraphy in 1896.

Up to 1896 Edwards and Company had covered every function in an infant industry; designing new devices, manufacturing them and taking the contract to install them. Others who only installed (contractors) looked to Edwards and Company for design and manufacture, and these were now so large a proportion of the business that it seemed unwise for Edwards and Company to compete with its good customers.

The partners now decided to devote all their facilities exclusively to design and manufacture, and in 1896 the contracting branch of the business was sold. The Edwards name was by now so well recognized throughout the industry that the purchaser stipulated that he be allowed to use the name "Edwards Electrical Construction Company." This company still operates under that name.

By 1897 more than a hundred patents had been granted to Kellogg covering switchboards and telephone exchanges. During this year Andrew Carnegie created quite a flurry in social circles by having an electric range installed in the kitchen of his Fifth Avenue mansion, and McKinley's election parades had to compete in popular interest with the first electric taxis on New York streets.

1897 was a difficult year for Edwards and Company for an entire end of the factory was completely destroyed by fire. Recovery from this near-catastrophe was due largely to the whole-hearted cooperation of the small but loyal factory force—a loyalty that the Edwards men have enjoyed and been proud of for three generations.

"U. S. S. Maine Blown Up in Havana Harbor" screamed the headlines in 1898, and soon New York streets echoed to drums and to the feet of marching men. The United States had declared war on Spain, and Robert Edwards Junior was among the first to go. He went as Captain in command of Company B, 8th New York Infantry. His friend, W. J. Smith, was his Lieutenant.

The Maine outrage was promptly avenged by Admiral Dewey's defeat of the Spanish fleet in Manila Bay, and 1899 saw Robert Edwards Junior again with Edwards and Company.

By this time electric automobiles



**THE private telephone system allows conversations to take place without calling through the public switchboard.**

and other conveyances were sounding their warning bells on the streets of the larger cities. The trouble with these early bells was that the clapper had a way of ringing the bell on its own account with every bump in the road, and shortly breaking off entirely. The proud driver of a new electric car had no taste for jangling along the road—the jouncing was bad enough.

Edwards and Company, to the great delight of the electric vehicle manufacturers and to its own considerable benefit, introduced in 1900 the first and finest bell of its type, the Recti. Its plunger was actuated horizontally, could not possibly sound without electrical contact, and outlasted the electric vehicle itself.

The success of the Edwards bell was inevitable, as it was the only practical warning device for the constantly multiplying number of electric vehicles on the streets. It was adopted by police departments for the new electric patrol wagons, which whizzed along at 16 miles an hour and weighed 5,500 pounds.

## 20th Century Progress

In 1901, Robert Edwards Junior effected an arrangement whereby the Western Electric Company became distributors of Edwards and Company materials, and he joined Western Electric in charge of "house goods," as electric signaling devices were then called. He became "city" sales manager, and handled all wholesale business for Newark, Boston, Providence, Buffalo and Eastern Canada! Edwards and Company, still having its growing pains, could not yet support the Edwardses, father and son, and Adam Lungen.

The public at large had by now become electricity-conscious. For them, at least, the experimental stage was over. Electrical devices were proven, and demand increased so greatly that Edwards and Company found it necessary to increase its facilities, and moved to a larger factory at 140th and Exterior Streets in 1903. To this new building came news that a message had been sent 'round the world in twelve minutes, using the newly completed Pacific Cable.

1904 saw further progress in the industry, with the opening of the New York subway, and the award of the Bronze Medal of Honor to Edwards and Company at the Louisiana Purchase Exposition. Gigantic power plants were erected at Niagara Falls in 1905, and in 1906 Archie H. Collins, an American, introduced wireless



**THE LOKATOR, developed in 1936, represents the latest word in automatic code calling devices. Lokator systems have been installed in many of the nation's largest steel mills, automotive plants, laundries, department stores, etc.**

telephony. It was in this same year that the two young brothers by the name of Wright invented a flying machine, to the unconcealed scorn of the same people who had laughed at the telephone, the telegraph and the electric light.

During these years Edwards and Company had made far more progress industrially and financially than the cash position seemed to indicate. Robert Edwards Junior could not understand the continued embarrassment of the firm for lack of funds.

His work with the Western Electric Company had demanded his time and energy to the exclusion of any attention to his honorary position as Secretary-Treasurer of Edwards and Company. His father's partner, Adam Lungen, was totally immersed in the task of production. His father was ill and wholly trusting of the Company's bookkeeper. So trusting, in fact, that the books had never been audited.

Robert Edwards Junior tried hard to convince his father that an audit should be made, but it was useless. His father bristled at the insinuation against a trusted employee.

So one Sunday night while the bookkeeper was attending church, Robert Junior took an accountant to the office. They worked very late, and as Robert walked home despair blacker than the night was in his heart. The trusted bookkeeper had falsified his accounts over a long period, and Edwards and Company was now insolvent. He went directly to his father with evidence of the theft, and the founder of Edwards and Company was that night a bitter, heart-broken old man.

Not so with the son. His anger past, he considered the desperate situation. On one side was a business built with the hopes and aspirations, the brain and brawn of his father; a still growing firm, operating profitably. On the other side, a total lack of capital with which to carry on.

There seemed but one thing to do—face the bookkeeper with proofs of his dishonesty and force him to restore as much of the stolen money as possible. It might be enough to save the Company. So Robert Edwards Junior tried to be hopeful as he went early to the office on Monday morning.

#### Outflanking Failure

The bookkeeper did not appear at eight o'clock, nor at nine, or ten. (He had passed by the lighted office on his way home the night before and seen

the two men bent over the books.) Before noon when they entered his home, they found him dead. He had released himself from any punishment they could inflict. But for Edwards and Company there seemed to be no release, for the most careful search produced not a single one of the dollars that stood between them and almost inevitable failure.

The story of Edwards and Company's slow, painful, nearly impossible recovery is the story of Robert Edwards Junior. The anguish, the heartaches, the bitter disappointments one after another we can only imagine. No mere business could empower a man, uninspired, to withdraw it from disaster as Robert Edwards did. For he was working to save more than a business. He worked to save the results of his father's thirty-six years of endeavor.

Financially unable to leave his now augmented position as Assistant Sales Manager with Western Electric, he cast about in his mind for a man of absolute integrity—one who could be trusted utterly with the task of guarding inside operations, and who could be completely relied upon to aid in the monumental task of reconstruction. Such a man he found in William J. Smith, the Lieutenant of his own company in the Spanish-American War. Once Smith heard the story, he was immediately eager to cast his lot with his Captain, and Smith's tenacity of purpose matched the determination of Robert Edwards Junior in the work that lay before them.

Against the wishes of the "8th, New York", Robert Edwards Junior resigned from his infantry company in 1908, with the rank of Major.

In 1910, Robert Edwards, Junior, was drafted by the Northern Electric and Manufacturing Company of Canada. Heretofore a manufacturing concern exclusively, he, as General Supply Sales Manager, was to organize a supply business with branches in Montreal, Toronto, Winnipeg, Calgary and Vancouver. He made hurried week-end trips to New York to go over Edwards and Company affairs with W. J. Smith. But the strain of serving two companies well, as he did, was too much. His organizing job completed, and Lungen's interest in Edwards and Company having been purchased, Robert Edwards Junior in 1911 returned permanently to New York as Vice President and General Manager of Edwards and Company.

A year later, Edwards and Company

introduced the carriage call. Need for this device was so great that many installations were made immediately, some of the more prominent users in New York City being Tiffany & Co., Lord and Taylor, and Stern Brothers. The carriage call did much to help the Company strengthen its finances. The outlook gave a grudging gleam of hope, and W. J. Smith was made vice-president, Robert Edwards Junior becoming President.

1913 saw real progress toward rehabilitation, with Edwards and Company working to capacity on the Recti Bell for vehicles. This bell was so thoroughly practical that its basic design seems beyond improvement and is used in the Edwards Adaptabel of today.

By 1914 Edwards and Company had survived three national panics and completely recovered from its own financial crisis. One of the earliest firms in a young industry, it had done much to aid and develop that industry by improvement in design and operation of its products.

Life had been long and full and intense for the founder of Edwards and Company. His work was done, and he died in September, 1914.

Still another financial panic struck the United States in 1914, with the beginning of the World War, and lasted for several years. During this time Edwards and Company firmly entrenched itself, built up its reserves and strengthened its financial position under the astute guidance of Robert Edwards Junior.

While still thoroughly practical, the vehicle bell had by this time given place in popular favor to the horn as a warning device. Sensing the trend early, Edwards and Company patented and manufactured the first vibrating horn. It was instantly successful, and outlasted by years the motor-driven type produced by other companies. So important did this development become that a newly formed company purchased the Edwards patents and devoted themselves exclusively to the manufacture of this one device, attaining an invaluable national reputation.

National affairs moved forward with the opening of the Panama Canal in 1914 and the establishment of the transcontinental telephone in 1915. Domestic finances were strengthened by the formation of the Federal Reserve System and the Federal Trade Commission. The Panama-Pacific International Exposition opened in 1915,

and San Francisco's enthusiasm over the event was heartily shared by Edwards and Company, who received the Bronze Medal of Honor.

With the declaration of war by the United States, the factory became a scene of feverish activity. The company was selected by the Navy Department and by the Signal Corps of the Army for the development and manufacture of specialized electrical equipment. Production was started at once on water-tight bells and submarine detectors for the Navy, and telegraph apparatus for the Army.

Armed guards surrounded Edwards and Company. Inside under double guard in a small room sat a group of government technicians inspecting devices produced in the factory, but whose purpose was kept secret even from the manufacturers.

Four financial panics and the theft of its working capital are the severest tests to which any business can be subjected. A company able to survive repeated reverses must grow—it cannot help it, for there is a quality of management behind it which holds an even balance, bad times or good. This is the sort of management which reckons not with success or failure, but with production and distribution. If these are right, success takes care of itself.

Edwards and Company had again outgrown its factory in 1920, and adjoining property was purchased for the erection of a two-story reinforced concrete addition to the four-story brick structure at 140th and Exterior Streets, New York.

In 1926, two more stories were added to the new section, and still there was no room to spare.

1929 witnessed the founding of Edwards and Company of Canada, Limited, and in 1930 a three-story reinforced concrete building was joined to the first addition at the New York factory.

#### The Test of World Depression

The test of the world-wide depression was yet to come. Stock exchanges closed, banks and mortgage companies failed, firms in all lines of business and of all degrees of importance went to the wall. Under pressure of economic distress, governments tottered and fell.

Edwards and company increased sales effort, curtailed production to decreased demand, and carried on. Experiments and developmental work went on as usual and new devices were introduced to stimulate demand.

These were the days of the NRA, in the administration of which Major Robert Edwards played an important part. The work was not of his choosing, but he gave to it the fullest measure of his untiring energy. Constant warnings from his doctor, increasing in urgency with every passing month after 1930, failed to check his complete devotion to his own business and that of his country. His son, now Vice-President of Edwards and Company, took an ever growing amount of work from his shoulders.

Just after Christmas, 1935, Major Robert Edwards died, having given his life to the firm establishment of Edwards and Company in the industry with which it grew almost from birth. Robert S. Edwards, the third generation, who joined the Company in 1919, was elected to the Presidency; Thomas S. Nolan was made Vice President in charge of Sales; Christian Miller, Vice President in charge of Manufacturing; Edward P. McHugh, Secretary and Treasurer; and I. M. Edwards, Vice President and Assistant Secretary.

The City of New York on November 7, 1936, ordered Edwards and Company to vacate its factory at 140th and Exterior Streets. The property had been condemned for the westerly (Bronx) approach to the Triborough Bridge joining Manhattan, the Bronx and Long Island. Immediate action was necessary, first, to insure the Company's ability to fill orders during the moving process and second, to produce a new plant at once adequate and beautiful, in less than five months.

Production in the old plant was held at the maximum almost to the hour of removal, and on March 29, 1937, Edwards and Company began operations, with completely new equipment and machinery, in the most nearly perfect plant for its purpose ever constructed.

Situated in Norwalk, Connecticut, the new plant is a one-story structure of 80,000 square feet. Manufacturing and production move in a straight line from the raw materials through machining and assembly to the stock and shipping rooms. Every element of architecture and design has been engineered for maximum production efficiency without limitations.

Shades of Robert Edwards, and Lungen, and Rousseau! What a far cry it is from the gold-plated gaslighters in the old Vanderbilt mansion, to the Edwards installations of today, girdling the earth from New York's Radio City and Chrysler Building to the new Medical Center in Tokio.

Any man who can look upon Edwards and Company of today and compare it with the Edwards and Company of 1872 and not experience a thrill, cannot know the joy of accomplishment nor feel the romance of business.

Our story has been limited to a few personalities who have been chosen to illustrate the spirit behind the whole organization. The steadfast loyalty and unfailing service of those named here has been just as important. Others joining the Company only today will doubtless have their place in the story to be told in 1972.

#### Engineering and Distribution

Although generally desired by contractors and owners, Edwards and Company products have found their place in hundreds of buildings because engineers and architects utilized the highly developed skill of the company's engineering department which acts, on request, in the capacity of consulting engineers in connection with planning any type of building project.

The company's products now move from factory through electrical wholesalers to dealers, contractors and industrial companies. Now running practically the whole gamut of signaling device applications, the company could boast, if it so desired, of literally hundreds of installations in famous public and educational institutions, apartment buildings, steamships, commercial and factory buildings, airships, etc. To name only a few would include signaling systems for Radio City, New York; American Hospital, Tokio, Japan; London Terrace, New York, an apartment development with 2000 apartments and a telephone system with four operators, or larger than the central system of many towns; several modern streamlined trains; Pan-American Airlines and most recently an installation in Pan-American's Atlantic 72 passenger Clipper scheduled soon to start flights across the Atlantic.

These and hundreds, yes, thousands of other installations in well known buildings and in the homes of America's elect, pay tribute to the merits of Edwards' products and give at once high rank and a warm welcome to one of Connecticut's more recent acquisitions to its family of industries, long famous for their skill in producing products of the highest precision and quality.

# MIDDLETOWN

**Editor's Note.** This is the fourteenth in a series of articles describing the background and growth of Connecticut's industrial cities. This illustrated article was prepared by the Middletown Chamber of Commerce.

## Background

AS early as 1645 Connecticut colonists discerned the importance of a settlement midway between Hartford and Saybrook and the 'Generale Courts appoynted' a committee for its planting. Middletown was settled in 1650, invested with town privileges under its Indian name of Mattabeseck in 1651 and baptised by its present title in 1653. The territory, beautifully situated on the great bend of the Connecticut River, part of the domain of Sowheag, sachem of Mattabeseck, had been given to Governor John Haynes in a grant which was confirmed by a later deed in 1662. Original boundaries included what is now Middletown, Cromwell, Middlefield, a portion of Berlin, Portland and Chatham." So writes Ralph Aldrich Christie in "NORTH MIDDLESEX" the Tercentenary Commemorative brochure published in 1935.

Today, within twelve years of its own Tercentenary, Middletown, a city of over 26,000 is the County Seat of Middlesex County and the natural center of this territory as well as towns outside the County border. Middletown has an area of 42 square miles and is 17 feet above sea level at its lowest point and 156 feet at its highest. The climate is comparatively stable for the hills on the south and west, as well as Long Island and Long Island Sound act as a protection for the entire area. Middletown's health record is also particularly good, the mortality rate dropping from 14 per thousand in 1920 to 9.8 per thousand in 1937 based on an estimated population of 25,928. The birth rate was 13.3 per thousand.

## Health and Building Development

The Health Department was reorganized and placed on a full-time basis on August 1, 1937 following a movement initiated by the Chamber of Commerce. The organization at present consists of a Board of Health of seven members who give their time and effort gratuitously, a medical health

officer, a secretary, and a sanitary officer, all working on a full-time schedule; meat inspection by a graduate veterinarian is done on a part-time basis; public health nursing and laboratory facilities are available on a part-time schedule.

It is impossible to demonstrate the degree of good health enjoyed by Middletown without a study of statistics. Such figures for the year 1937 indicate that no death was attributable to complications of pregnancy in our community. From five cases of diphtheria, eighteen of measles, and twenty-two of scarlet fever, no deaths resulted.

Middletown's residential district retains the charm of the early city, for many of the early 17th and 18th century homes are still standing, in use, well cared for and marked as to their history. High Street, called "the most beautiful in the United States" by Charles Dickens is typical of the tree shaded streets, the huge elms forming a green impenetrable arch in summer and in winter an equally lovely snow covered bridge high up over the many beautiful buildings that go to make up Wesleyan University. The university was founded in 1831 taking over the building of Captain Partridge's



MAIN Street, Middletown, Connecticut.

One death in an infant was attributed to complications of whooping cough, of which thirty-five cases were reported. No major outbreak of communicable disease was observed during last year. Our infant mortality rate was 40.7 per 1000 live births, which is quite low. Based on an estimated population of 25,928 for July 1, 1937, the birth rate was 13.3 and the death rate 9.8 per 1000 of population. The former shows a gradual increase and the latter a decrease since 1934.

Academy opening with five professors and 48 students. Today there are 85 on the faculty with 704 men students from all over the world. It has an endowment fund of over 7 million dollars and the property cost exceeds 5 million dollars. The curriculum gives training in the liberal arts and sciences as a preparation for life rather than for any specific profession. There are no professional schools, but there is opportunity for graduate study, and many undergraduate courses in economics

## VITAL STATISTICS—MIDDLETOWN, CONN. year 1937

### Comparison of Statistics for Years 1936 and 1937

Year	Pop. Est. July 1	Births	Deaths Stillbirths Excepted	Stillbirths	Marriages	Rates Per 1000 Population		
						Birth	Death	Persons Married
1936	25,739	333	259	11	131	12.9	10.1	10.1
1937	25,928	346	254	7	206	13.3	9.8	15.9
Infant mortality rate: 40.7 per 1,000 live births (under 1 year)								
Infant deaths						Maternal deaths		
						0		



**THE New Middletown-Portland Bridge over the Connecticut River is 3,420 feet long and the largest bridge in New England.**

and kindred fields give broad business training. It is noteworthy among colleges of liberal arts because of its emphasis on, and opportunities, in the sciences, taught as methods of developing liberal culture and scientific thinking. In recent years, Wesleyan has maintained her scientific tradition by producing more men listed as "eminent in science" than any other college in her class. There have been unusual recent developments in music, art, and dramatics, with adequate equipment, courses and notable undergraduate attainments in these lines.

The new addition to the \$1,000,000 Olin Memorial Library will double its present capacity of 200,000 books, already filled. The Library is the custodian of the original MS. of Professor Albert Einstein's "Zur Einheitlichen Feld Theorie". Increasing emphasis has been placed upon individual opportunities, particularly during the last two years. Much of the work in this period is conducted on the tutorial basis, high standing men studying in the Honors College, for the Degree with Distinction or the Degree with High Distinction, located in the Russell House which was given to the College by T. M. Russell, Jr. The Russell House was built for Samuel Russell, a China trader, and the architect was David Hoadley. It is said that the Corinthian columns on the front of the house were hauled by oxen from New Haven.

There is intercollegiate athletic competition in fifteen sports, with the chief athletic interest in the "Little Three" games with Amherst and Wil-

liams, and large opportunity for intramural athletics with approximately ninety-five per cent of the undergraduates taking part in some sport. Careful attention is given to health and hygiene in fraternity houses, as well as in all the campus buildings. The College Physician has his office in Davidson House, a modern and completely equipped infirmary.

The influence of the College upon Middletown's life is far-reaching, for

both faculty and student body generously give of their time and energy to Middletown's civic and social life. The Chamber of Commerce, The Community Chest, all the character building and social welfare agencies depend as much upon the generosity of the faculty members as they do upon the business and professional men of the city. There is no "town and gown" feeling in Middletown and much of the credit for that goes to Wesleyan's President, Dr. James L. McConaughy, who ever since coming to the university has worked unceasingly to that end.

#### **Middletown—An Educational Center**

Middletown has always been considered a leader in education. Besides two high schools and the various grade schools in both the Town and the City School Districts there are two large parochial schools, a business college, a State Trade School, and Mt. Vernon private school. The Middletown High School, the first in the state, will celebrate its 100th anniversary next year.

The Russell Public Library and its three branches strive to meet the reading needs of the people of Middletown. Founded in 1874, the gift of Mrs. Frances A. Russell, it has become in recent years a department of the city, and is supported, aside from a small endowment, by appropriation from the city. The Russell Library Company

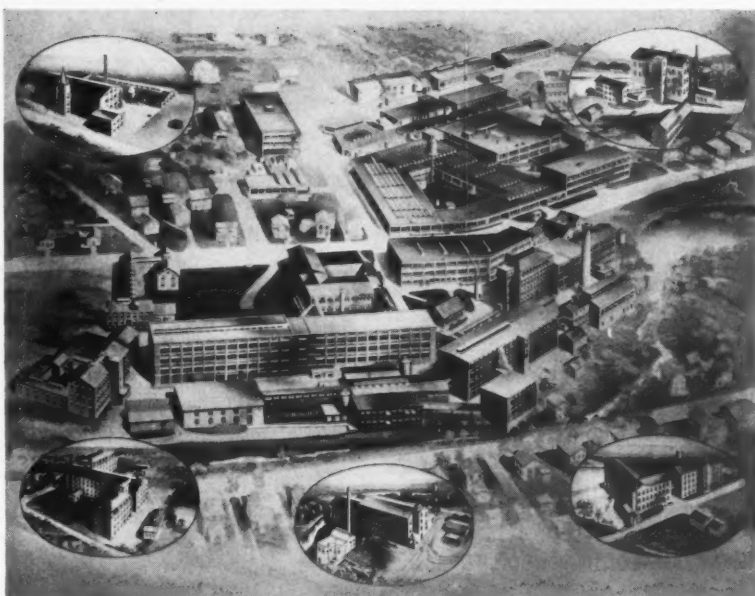


**A PORTION of Wesleyan University as it appeared in 1935.**

which governs the affairs of the library is incorporated, and consists of a Board of fifteen Trustees including four city officials as ex-officio members with full voting privileges. There is a full-time staff of six, including three trained librarians, and four part-time staff members. The main library maintains a separate room for children and a Children's Librarian. Children who live more than a mile from the library or its branches are reached by boxes of books sent out to the Town Schools. The book stock of the library numbers 40,000 volumes which circulated last year 203,895 times. Perhaps not everyone knows that the library offers service by telephone as well as in the building for answering reference questions, and for reserving and renewing books. Although the building is over one hundred years old, the equipment and methods in use in it are as up-to-date as those in any library in Connecticut. These include within the last two months, an electric machine for charging books.

#### Communication and Recreation

Middletown's latest claim to distinction is the New Middletown-Portland Bridge dedicated August 6, 1938, which is the result of many years of dreaming and cooperative community spirit. It is the largest bridge in New England, built of steel and concrete at a cost of \$3,500,000. Designed and built by the State Highway Department it is 3420 feet long or two-thirds of a mile. Over the river the bridge consists of two 600 feet tied arch spans resting on three granite piers. The deck is nearly 100 feet above the river at mean low water mark and the top-most points of the twin arches rise



**RUSSELL Manufacturing Company, manufacturers of brake lining, webbing and other textiles, is Middletown's largest industry.**

100 feet above the deck.

"Until the nineteenth century the roads of Middlesex County were deplorable makeshifts so that land travel was mostly on horseback. The first pleasure carriage in the County is said to have been used in KILLING-WORTH (Clinton) in 1748, the first in Middletown was about two years later. Stages to carry the mail began the run on the Post Road along the Sound in 1794 and the Post Road from New Haven through Middletown to Hartford, even earlier, in 1785. The Middlesex Turnpike from Wethersfield

through Middletown to Saybrook was incorporated in 1802 and followed by the chartering of fourteen other turnpikes in the County by 1818. Most of these routes are now essentially the lines of the principal state highways in the County. Thanks to the State Highway Department and to state grants to the Towns, Middlesex County is now well threaded with excellent hard-surfaced roads."

Because of these excellent roads, Middlesex County's recreational industry has made vast strides in the last ten years. In the Eastern Section, almost a million dollars a year is taken in during the ten week Summer Season. This merely covers board and room and not what the vacationist normally spends during his visit. Along the shore, Saybrook, Westbrook and Clinton are in this County, and when it is realized that 60% to 80% of the Grand Lists of these communities is made up of property owned by out of town people and used for recreational purposes, an idea can be gained of the magnitude of this comparatively new business. The property values are up in the millions throughout the County, because not only does it have the Shore and the Lake Pocotopaug and Lake Besick territories but the County is filled with homes that have either been old New England farm houses remodeled or new homes, and in many

(Continued on page 26)



**PLANT of Wilcox-Crittenden & Co., one of the largest and best known manufacturers of marine hardware in the United States.**

# NEWS FORUM

**Small Business Demands Wagner Act Changes.** Meeting for the first time in annual meeting at Pittsburgh on September 15, the National Small Business Men's Association adopted a six-point program that included a demand for immediate amendment of the Wagner Act to provide "equal rights for employer and employee".

The program, taken up at a policy session of 60 delegates, was a streamlined form of a general statement of principles reported by the resolutions committee headed by C. W. Elton, Pittsburgh insurance agent. The resolution calling for amendment of the Wagner Act read:

"We believe in the principles of collective bargaining, but we insist upon immediate amendment of the Wagner Act to provide: equal rights for employer and employee, and review of evidence, procedure and decisions by the courts."



Other points called for government "retirement from business competition with the citizen;" a demand that congress repeal laws granting emergency powers to the president, "so that we may again have truly representative government;" a balanced budget; repeal of presidential control of the purchasing power of the dollar; return of relief to the states; taxation for revenue only; a free speech and press; and

use of social security funds on a pay-as-you-go policy.

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**Hook Hits Southern Growth Methods at Council Meeting.** James W. Hook, president of the New England Council and of the Geometric Tool Company of New Haven, declared at the 52nd quarterly meeting of the New England Council, Crawford Notch, New Hampshire, September 16:

"For the South to expand its industrial activity upon the base of its own wealth of mineral, agricultural and other natural resources is one thing. For her to expand by making it necessary for northern industries to go out of business or move South because of subsidies or other special considerations, direct or indirect, is quite another."

Mr. Hook said it was not yet clear whether the intention of Southern leadership was to "exert itself to achieve better organization and the use of its present resources, or whether it will look chiefly to Washington, and thereafter to the North, and to a lesser degree to the rest of the country for a solution of its problems."

A report of the National Emergency Council on Economic Conditions in the South, Mr. Hook asserted, "paints a picture of human distress amid bountiful resources that, if not erroneous, as I strongly suspect, does small justice to the people of the South."

"We in New England doubtless fail to understand fully the situation in the South; doubtless our Southern friends fail to see how these matters appear in our eyes."

"If the day ever comes when a group of Southern business leaders feel they would like to sit down with a similar group from New England, certainly we of the council would welcome the

opportunity to meet with them and join in a discussion of our common problems."

Speaking in similar vein, Professor Malcolm Keir of Dartmouth College, a recognized authority on economics, charged:

"The competition of the Southeast never threatened New England industries and people more than at the present moment. The Southeast needs no artificial competitive favors so long as it has its present tremendous advantage in labor costs. New England people are well aware that leadership in cotton textiles has passed from New England to the Southeast. That the knitting industry is moving in the same direction is not so well known. The wool industry has started along the same path with little attention being paid to the movement by New Englanders. The paper, leather and shoe industries of New England no longer are undisputed leaders."

Mr. Keir contended that if New England lost its primary textile, shoe and paper manufactures, it was bound also in time to lose industries that make machinery for the primary manufactures. He stressed the importance of these facts "because the whole economic structure of New England is interconnected. Our agriculture is keyed to our manufactures. Our metal industries are companions of our consumers' goods industries. A loss in any one of these activities threatens the whole economic edifice."

Other speakers besides Mr. Hook and Mr. Keir included the following: Henry I. Harriman, Boston, member of the President's Special Commission for the study of Industrial Relations with Great Britain, who told of his observations of the labor movement in that country.



## "Goods Well Displayed . . . .

are half sold." An old saying, but truer today than ever. Never has business been so keenly alive to the value of cartons and displays that catch the friendly notice of shoppers—that cash in on eye appeal at points-of-sale.

Haven't you room for a new Robertson idea at your place? Let's talk about it—maybe we can start something.

**ROBERTSON**  
**PAPER BOX COMPANY**  
MONTVILLE, CONN.  
NEW YORK OFFICE  
420 LEXINGTON AVENUE

John J. Haggerty, New England manager of the RFC, who spoke on "The RFC and What It Means to New England Industry" depicted it as the "Red Cross" of business.

Dr. Miller McClintock of the Traffic Research Bureau, Yale University and Victor M. Cutter, chairman of the New England Regional Planning Commission, discussed the subject of "Highway of Tomorrow in New England".

Maurice F. Reidy, former president of the National Association of Real Estate appraisers, Worcester, Massachusetts, who spoke on "The Tax Burden on Real Estate in New England".

Dr. O. M. W. Sprague, Converse professor of banking and finance, Harvard Graduate School of Business Administration, who spoke on "The Business Outlook".

In addition to the speaking programs on Friday and Saturday, September 16 and 17, the following Council committees met as follows: Executive

Committee, Industrial Development Committee, Recreational Development Committee, Industrial Committee, New England Council Committee on Highways.

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**Odium Rules No Pay for Non-Strikers.** Frank R. Odium, Unemployment Compensation Commissioner of Connecticut, ruled September 7, that an employee who has a direct monetary interest in a labor dispute, even though not an active participant in a strike, is ineligible for unemployment benefits. The decision, the first of its kind in Connecticut, came as a result of an appeal from the ruling of a Commission Examiner in the case of Louis E. Schoentag, an employee of the Bigelow-Sanford Carpet Company, Thompsonville.

The appeal, one of more than 100 filed with the Unemployment Compensation Commission, came in the wake of the strike at the plant from May 11 to June 27.

Schoentag, a clerk in the factory's shipping department, claimed that he was not a member of the carpet makers' union or any other union. None of the clerks in the shipping department held membership in the carpet makers' union, it was claimed. The appellant claimed that he was willing to work during the strike but insisted that had he attempted to go to work he would not have been permitted to go through the picket line, since only clerks in the main office, who were on salary, were permitted to work.

In his finding, Commissioner Odium stated that "the proposed reduction in wages affected every individual in the respondent's employ, irrespective of union affiliation or class or type of work performed.

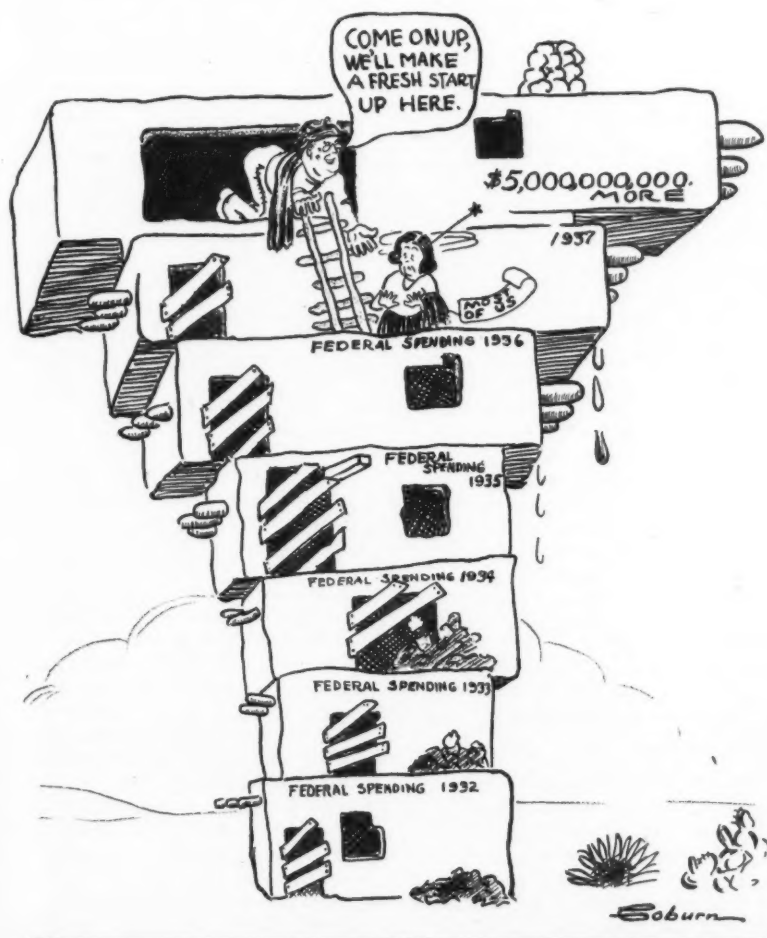
"If the union's cause prevailed, the appellant, although a non-union man, would directly benefit thereby. Since the appellant had a direct monetary interest in the labor dispute, it appears he must be held to be directly interested in the labor dispute which caused the stoppage of work. Consequently, he does not fall within the exception to the general proposition that an individual is ineligible for benefits whose total unemployment is due to a stoppage of work which exists because of a labor dispute at the respondent's factory and he is therefore not entitled to Unemployment Compensation benefits being disqualified under Section 808d, Subsection B (3) of the Connecticut Unemployment Compensation Law."

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**Vollmayer and Buell Take Chamber Posts.** Claude E. Vollmayer of Waterbury, and Theodore E. Buell of Wethersfield, have recently accepted posts at the Hartford Chamber of Commerce.

Mr. Vollmayer, for many years prominent in Connecticut retail sales and promotional enterprises, took over the management of the newly-organized Retail and Wholesale Bureau of the Chamber on August 23.

Mr. Buell, a former member of the staff of the Hartford Courant, and who was subsequently employed by the Waterbury Republican-American, the New Haven Union and the Bridgeport Times, took over the management of the Chamber's Convention and Publicity Bureau on September 6. Last spring Mr. Buell had handled publicity for the New Haven Tercentenary celebration. More recently he had been publicity advisor to the WPA Administrator in Connecticut, a post



from which he resigned to accept the Chamber offer.

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**Baseball Concern Leases Quarters in Cheney Brothers.** Tober Baseball Manufacturing Company, which formerly occupied quarters on Ann Street, Hartford, has recently leased 12,000 square feet of floor space in one of the Cheney Mill buildings in Manchester, through Curtis M. Middlebrook, Hartford realtor. The quarters taken consist of the entire upper floor in the No. 4 Mill of the Cheney spinning group. The lease is said to be for a term of five years.

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**Wilcox Honored on 82nd Birthday.** George H. Wilcox, chairman of the Board of the International Silver Company, celebrated his 82nd birthday, Monday night, August 22 at a family gathering in the home of his son, Roy C. Wilcox, former lieutenant governor of the state, and now executive vice president of International Silver Co. Mr. Wilcox, who was born in Meriden in 1856 was dean of the silverware industry in America.

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**Stanley Introduces Jack Knife Screw Driver.** A new combination tool, the Jack Knife Screw Driver has been recently announced by Stanley Tools, New Britain, Connecticut. This



**NEW STANLEY Jack Knife Screw Driver.**

new tool, designed for use by electricians, auto mechanics, and householders, looks like a standard tip, six-inch blade screw driver, but in the handle there is a jack knife that opens out easily when desired. This new type screw driver is made in two styles: No. 1022, which is permanently locked in the natural color hardwood handle. No. 1023 Jack Knife can be easily released from the metal sheath in the handle by pressing a button. The

handle is made of shockproof "Stanloid" composition material. The retail price of the former is \$1.00 each, east of the Mississippi River and slightly higher west of that point. No. 1023 retails at \$2.00 each in the eastern section of the country. Both styles are packed six in a display carton.

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**Veeder-Root Earnings Drop.** Veeder-Root, Inc., earnings for the 32 weeks' period ended August 13, being in part estimated and subject to year end audit, amounted to \$377,920 before dividend but after reserves. This earnings record compared with approximately \$773,000 for the corresponding period a year ago. Dividends voted this year aggregated 200,000 or \$177,920 less than earnings.

The balance statement as of August 13, showed current assets of \$2,550,689 as compared with \$2,372,277 December 31, 1937. Current liabilities as of August 13 were \$273,643, compared with \$240,074 December 31 last.

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**Packer Machine Company Moves to New Plant.** The Packer Machine Company, Meriden, Connecticut, pioneer builders of automatic polishing and buffing machines, has recently moved to its new factory located at 452-456 Center Street, Meriden, Connecticut. The new plant is of fireproof construction, modern design and is said to increase the amount of floor space approximately 400% over the old location on Britannia Street. The new site is located on the main line of the New York, New Haven and Hartford Railroad, with its line running into the plant. The factory is so situated on the property that further expansion can be made in the future.

In its new location, the Packer Machine Company has established an electric welding department to facilitate the efficient handling of all welding construction. Purchase of the plant is said to have been necessary because of lack of room in the company's former plant in which to install new manufacturing equipment made necessary by a substantial increase of orders for the Packer Automatic Polishing and Buffing machines.

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**Service Emblems Awards Feature Robertson Outing.** The Eighth Annual Outing of the Robertson Paper Box Company, Montville, Connecticut, was held September 10 at Gardner Lake. The cool, sunny day provided a

perfect setting for the strenuous program of sports and other activities which kept the Robertson people and their families on their toes from the first crack of the soft ball bat in the early morning until the evening dancers decided to call it a day.

A surprise feature of the outing was the presentation of Service Emblems to seventy-nine men and women who have been with the company for periods ranging from five to thirty-five years. The presentation was made by Ralph A. Powers, President, who spoke in part as follows:

"Fellow Robertson Workers (and your home folks): I want you to know that it gives me a genuine thrill to be with you here today at our Eighth Annual Outing and to express my appreciation for the loyalty which you have so consistently shown to our company and its ideals and policies.

"One would travel a long way in this world of business to find a group of people more closely united in the interests of a common purpose—a purpose which has as its object the making of QUALITY merchandise which wins and holds the approval of our customers. That I sincerely believe. And I also am confident that every one of you agree with me that only with such a purpose can a business continue to grow and to prosper.



"It now becomes my pleasant privilege to present Service Emblems to all of you who have been with our company for five years or longer. Our Emblem plan has been worked out on a basis of five years or multiples of five. For example, any one with the company from five to nine years inclusive, receives a five-year Emblem—from ten to fourteen years inclusive, a ten-year Emblem. And so on up the ladder of time. As employees progress from one time-group to another, it is expected that additional Emblems will be awarded. These Emblems are of gold and enamel and should last a lifetime. Wherever you wear them, they will stand as a symbol of the mutual goodwill that exists between the company and you."

James B. McFarlane, the dean of Robertson employees, received a 35-year Emblem; G. Alfred Johnson and John Chop, 25-year Emblems; Mike Malinowsky, Mart T. Furber, and Mrs. Irene Mitchell, 20-year Emblems. In addition, ten 15-year, twenty-eight 10-year and thirty-five 5-year Emblems were presented. Harry W. Schwartz, production manager of the company, made the presentation talk which accompanied the award of a 15-year Emblem to Ralph A. Powers, president.

The sports program which preceded and followed the Emblem episode included the traditional soft ball battle between Capt. Harry Bell's Box Factory "Tigers" and Capt. Ollie Messner's Board Mill "Wildcats"—won by the "Tigers", who now lead in the series five to three. Capt. "Toots" Boska's single ladies soft ball team triumphed by the close score of nine to eight over Capt. Ethel Rice's married ladies team in a hotly contested match. Winners in the four boxing bouts, refereed by Louis Schafer of the New London Y. M. C. A., were Theodore Allen, W. Waligurski, Tony Malinowsky and C. Fox.

The balloon blowing contest for men and women was won by Ted Allen, for boys and girls by A. Walensky. The sack race for women was won by Rita Allen. Other prize winners in races and games for men, women and children were Sophie Daniels, John Kotula, Loretta Callahan, Toots Boska, Nick Lewitz, Rita Allen, Gilbert Costello, Arthur Paradise, Sophie Tyrseck, Doris Phillips, Albert Taylor, Jr., Lester McKinney, Jr., James Sarayusa, Jr., John and Josephine Ywarsky.

Music was furnished by the Robertson Hillbilly Band (The Arkansas Travelers), featuring Jack Ywarsky, guitar, and Walter Ywarsky, singer.

On the committee in charge of the Outing were Harry Bell, Ollie Messner, Elsa Rorick, and Harry Schwartz.

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**New Directory of N. E. Manufacturers Ready.** If you have ever wondered how many New England firms make buttonholes or manufacture toothpicks or even snuff, or any one of a thousand of other items, you can find most of the answers in the new 1939 edition of the Directory of New England Manufacturers, now being distributed. Compiled with the editorial cooperation of the New England Council, the directory lists some 17,000 manufacturing firms by products, geographical location and in

alphabetical sequence.

The new issue contains 2,000 more concerns than the 1938 edition and over 10,000 changes in personnel listings. In addition to giving the names of the companies alphabetically, geographically and by products, the directory also lists names of their officers, number of employees, capital, location of branch offices, trade titles and brand names.

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**Carlson Joins Association Staff.** Myron L. Carlson of Wright Gordon Zachry & Parlin of New York City has joined the staff of the Association.

Mr. Carlson is a graduate of the University of Chicago and of the Yale Law School. He brings to the Association experience with tax, anti-trust and other laws with which industry is



MYRON L. CARLSON.

concerned. He will assume some of the duties performed by W. A. Dower who left the Association after fifteen years service to become Executive Vice President of the Hartford Chamber of Commerce. Mr. Carlson will also have charge of certain legislative work.

★ ★ ★

**New State Register Published.** The first of the 15,500 State Register and Manuals for 1938 was delivered to Governor Cross on August 29 by Deputy Secretary of State, J. Walter Darley.

For the most part, the 1938 manual follows in pattern and content last year's publication, except that the new Register includes a directory of state offices not heretofore printed, a new picture of Governor Cross and a description of the new Connecticut

building at the Eastern States Exposition in Springfield.

★ ★ ★

**American Mutual Completes Fifty Year Dividend Record.** Late in August, the American Mutual Liability Insurance Company of Boston (12 year advertiser in CONNECTICUT INDUSTRY) declared a dividend of 20% payable on all policies expiring during the period from October 1 to October 31, 1938. This dividend declaration was the 600th consecutive monthly distribution, and completes a period of 50 years beginning October, 1888, during which all policyholders have been returned at least 20% of their initial premiums for liability insurance. It is a record said to be unparalleled for continuity in the field of liability insurance and elsewhere exceeded by few companies. Total dividends to policyholders during these fifty years are reported to exceed \$60,000,000.

★ ★ ★

**Death of Gustav Englund.** Gustav Albert Englund, 69, of 270 Fern Street, Hartford, vice president and factory manager of the Jacobs Manufacturing Company and chairman of the Swedish Singing Festival scheduled for 1939, died at the Hartford Hospital, Friday, September 16 of a cerebral hemorrhage.

Born in Vastergotland, Sweden, September 27, 1869, Mr. Englund came to the United States at the age of 20 and went to work at the Iver Johnson Works, Worcester, Massachusetts. Later he moved to Hartford, where he was employed as a master mechanic at the Pope Manufacturing Company, manufacturers of automobiles and bicycles. Upon the dissolution of that company he became connected with the Jacobs Manufacturing Company, about 25 years ago.

Speaking of Mr. Englund's career with the Jacobs Manufacturing Company, Hubert M. Topping, president, said Friday: "To Mr. Englund's genius and ability may be attributed much of the company's success. In his death, Hartford has lost one of its outstanding figures in the industrial world."

Mr. Englund was a member of the Swedish Lutheran Church; Nordan Lodge, Order of Vasa; John Ericsson Lodge, IOOF; Hartford Lodge No. 88, AF&AM, the City Club and the 100 Men's Club.

He leaves his wife, Mrs. Ragna M. Englund; two daughters, Miss Edith L. Englund and Mrs. Arthur H. Rosenwall; a son, Albert E. Englund, and

two granddaughters, all of West Hartford; two sisters, Mrs. Alma Johnson and Miss Hulda Englund; a brother, F. O. Englund, all of Hartford, and a brother, Knut Englund of Worcester, Mass.

The funeral was held Monday, September 19 at 1:30 p. m. in the funeral rooms of Taylor and Modeen, Washington Street, Hartford. Burial was made in Cedar Hill Cemetery.

The Jacobs Manufacturing Company's plant was closed on Monday in silent tribute to Mr. Englund.

★ ★ ★

**Crawford Oven Adds to Sales Staff.** According to a recent announcement by the Crawford Oven Division of the American Machine and Foundry Company, New Haven, H. G. Danielson, who has had twenty years experience in oven and heating equipment, has joined the sales staff of the Industrial Oven Division of the American Machine and Foundry Company at New Haven, Connecticut.

★ ★ ★

**International Buys Parker Gun Plant.** The old Parker Gun factory on Cherry Street, Meriden, where 10,000 Springfield rifles were produced for the government in eight months in the Civil War, was purchased early in September by International Silver Company.

No definite plans for its use have been made, according to company officials. Good will, name, machinery and inventory of the Parker Brothers, long famous for their hunting rifles, were bought by the Remington Arms Company in May, 1934, the business being moved to Ilion, New York in December 1937, but the land and buildings remained in the Parker estate.

The plant, established in 1853-54 has a 375-foot frontage on the New Haven Railroad, and is more than 600 feet in depth.

★ ★ ★

**Production Gain in Hartford County.** August industrial statistics published by the Manufacturers Association of Hartford County and reproduced by the Hartford Times on September 9 showed production activity in 82 factories in this area up 16.4% for the month.

"The sharp gain registered for the month," Sidney E. Cornelius, the Association's manager, stated, "is distinctly encouraging and well ahead of what we had expected. That it discloses marked progress, and not merely a dis-

torted comparison created by July vacation shutdowns, is evident in the fact that average hours per man per week are up 4.6 hours to 34.9, with every district sharing in this trend."

★ ★ ★

**Bridgeport Brass Completes Modernization Program.** In the largest expansion and modernization program undertaken in the non-ferrous metals industry since 1929, Bridgeport Brass Company announced the completion in September of a new rolling mill at Bridgeport, Conn., for the production of brass, copper and copper-base alloys for industrial and commercial use.

Built at a cost of more than \$4,500,000, the new plant, in which all rolling mill operations of the company will be located, marks the completion of the first major step in a long-range expansion and modernization program which was inaugurated early in 1937, according to an announcement by Ralph E. Day, president and general manager of the company.

Utilizing for the first time in the non-ferrous metals industry the straight-line production principle similar to that employed in other major industries, the plant has a total floor area of more than 220,000 square feet, which makes it the largest single unit of the thirty-four major buildings maintained by the company in Bridgeport, Mr. Day said.

It is estimated that the new mill will have a production capacity of over 6,000,000 pounds of metal per month, he stated.

In addition to the new manufactur-

ing plant, there has been completed and is now occupied a new mill office and laboratory building in which all research, development and testing facilities of the company are housed. Approximately nine acres of ground adjoining other plants of the company were acquired for the construction of the rolling mill and the new office and laboratory building.

Stone and Webster Engineering Corporation of Boston developed the design and had charge of the construction of both buildings as well as the installation of the equipment and Morgan Construction Company of Worcester, Mass. were the consulting engineers, working in conjunction with company engineers, on the development of the rolling mill equipment.

The workmen's shower and locker room, also located in the basement of the new building, is provided with chairs, tables and reading material and, with the shower facilities located in a separate room, which may be used as a meeting place for the incoming shift. The room is conditioned by a continuous flow of air from a central heating system that not only supplies heat but provides air cleansing, ventilation and circulation. Heat for the entire manufacturing plant is supplied by industrial type blower units that may be used in summer without heat to provide circulation and ventilation.

According to Ralph E. Day, president of the company, "The completion of the new mill accomplishes the first step and the major part of the expansion program, and the modernization of the existing plants, including the

## ANNOUNCING

The Association's Annual  
Meeting of 1938

and

Independent Inventors Exhibition

at the

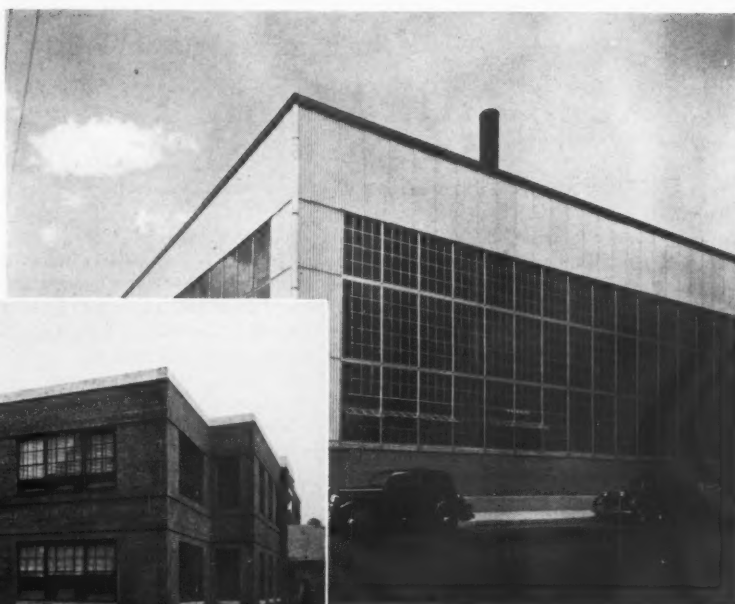
Hotel Taft, New Haven

Thursday, November 10

See Bulletin and Newspaper Announcements  
for details

fabricating division and the wire and rod and the pipe and tube mills, will mark the completion of the second step in a program that has been undertaken to improve and expand the production of all manufacturing branches of the company.

"The modernization and expansion of manufacturing facilities follows the establishment during the last ten years



VIEWS of mill office and laboratory building (lower left) and new rolling mill (right), showing construction detail, which have just been completed for the Bridgeport Brass Company of Bridgeport, Conn.

of sales offices, branches and warehouses in principal cities throughout the United States, making possible nation-wide distribution as well as the shipment of products to foreign countries."

★ ★ ★

**Ward Cheney on New York Wage Board.** Ward Cheney, president of Cheney Brothers, Manchester, but a resident of New York, was appointed chairman of the New York Wage Board for the Confectionery industry, appointed by the then Industrial Commissioner, Elmer F. Andrews, now Administrator of the Fair Labor Standards Act. The Board began its study on August 8 to determine its recommendations for a directory order for that industry.

★ ★ ★

**Nickerson Named on Wage-Hour Committee For Textiles.** J. W. Nickerson, an executive of Cheney Brothers, Manchester, has just been named as one of twenty-one members of a textile committee, first under the wage-hour act (now known as Fair Labor Standards Act), who will be called upon to make studies and recommend minimum wages for the nation's 1,300,000 textile workers. The

committee, headed by Donald Nelson of Chicago, vice president of Sears, Roebuck and Company, consists of seven representatives of the public, seven representatives of the textile employers, and seven representing workers.

The representatives of the public include, Chairman Nelson; Grace Abbott, Grand Island, Nebr., former chief of the Labor Department Children's Bureau; P. O. Davis, Auburn, Ala., extension director of Alabama Polytechnic Institute; E. L. Foshee, Sherman, Tenn., oil operator; Louis Kirstein, Boston, Mass., president of Filene and Company; George Fort Milton, Chattanooga, Tenn., publisher; and George W. Taylor, Philadelphia, University of Pennsylvania economist.

Employer representatives are G. Edward Buxton, Providence, R. I.; Charles A. Cannon, Kannapolis, N. C.; Robert Chapman, Spartanburg, S. C.; John R. Cheatham, Griffin, Ga.; John Nickerson, Manchester, Conn.; Seabury Stanton, New Bedford, Mass.; and R. R. West, Danville, Va.

Workers' representatives on the committee are Paul Christopher, Charlotte, N. C.; Sidney Hillman, New York City; R. R. Lawrence, Atlanta, Ga.;

Elizabeth Nord, Manchester, Conn.; Emil Rieve, Philadelphia, all associated with the CIO's Textile Workers Organizing Committee; and Francis P. Fenton, Boston, Mass., and H. A. Schrader, Washington, D. C.; both representing the American Federation of Labor.

According to Administrator Elmer F. Andrews, the committee is scheduled to begin its actual studies late in September. The scope of this work includes cotton, rayon, silk, exempting from the rayon industry only the chemical process of manufacturing rayon. The new Act is scheduled to go into effect on October 24 or 120 days from enactment by the last Congress.

Mr. Nickerson, a graduate of MIT, with a B.S. degree in mechanical engineering, is now director of research for the company. Mr. Nickerson first taught at MIT before becoming associated with the Sayles Finishing Company of Rhode Island. He was a member of the executive committee of the management division, American Society of Mechanical Engineers in 1931 and was nominated by the silk industry as employer representative on the Silk Textile Work Assignment Board, appointed under executive order of the

(Continued on page 27)

# DEPARTMENTS

## Accounting Hints For Management

Contributed by Hartford Chapter N. A. C. A.

**Development Expenses.** A major responsibility of Management is the development of new products. In any line of manufacture where change in design or the introduction of new products is a factor, it becomes a problem for Management, and the accountant can be helpful by supplying information which will disclose the cost of development by classes of product and by classification of expense where costs originate. It is a good plan each year to prepare a budget of development expenditures, complete and classified, after consulting with those responsible for this function. In setting up this budget the trend of development expenditures over a period of years should be kept in mind and if any contemplated expenditure is in excess of what seems reasonable or appears out of proportion for the anticipated volume of business it should be disclosed at once.

One plan of liquidating development expense is on established rates of liquidation as applied to factory cost of sales. Each month a report is submitted to Management which shows the amount of development expense incurred according to expense classifications and according to classes of product. This information is shown for the current month and for the year to date in comparison with the breakdown of budgeted expenses. The amount of development expense liquidated by classes of product during the current year and also the unliquidated balance of development expense for the overall period, is shown for each class of product.

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The preparation, use and study of charts and indices is no longer the exclusive prerogative of the statistician or analyst. Executives are discovering the possibilities and value of these expedients in the management of their business enterprises. Business activity and volume are so inter-related that it is possible to anticipate trends in a given industry from tabulated reports, commodity prices, etc. in related lines.

★ ★ ★

Consistency in the handling of records, data, reports, information, en-

tries, etc. is a cardinal virtue in accounting. This is particularly apt with respect to inventory procedure and valuation. It is also important in connection with provision for accruals and depreciation.

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An item appearing on financial statements which is somewhat difficult for the layman to interpret or comprehend is that of Reserves. The preferred method of treating valuation reserves, such as reserves for depreciation, amortization and depletion of assets, and for possible losses on receivables or investments, is to show them as a deduction from their related assets.

Operating reserves and contingency reserves, however, which are in reality a part of surplus set aside to meet some loss or operation expense expected to be incurred in the future on account of past operations, should be stated in sufficient detail to reveal their nature and purpose and the probability of their eventual requirement. Any important changes in the reserve accounts during the period should be shown on the income and surplus statement or explained in a footnote to the balance sheet.

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**N. A. C. A. Meeting.** William J. Madison, Assistant General Manager, Loose Wiles Biscuit Company, has been secured as the speaker for the regular meeting of Hartford Chapter, N. A. C. A., October 18. Mr. Madison will talk on "Control of Material Costs". An invitation has been extended to Association members to attend.

★ ★ ★

**New Haven Chapter N. A. C. A. Announces Program.** For the past two months the directors and special committees of the New Haven Chapter of the National Association of Cost Accountants have been working out the plans for next year. Director of Program Francis H. Hall and his committee consisting of Wallace C. Hutton, Treasurer of Seamless Rubber Co.; W. C. Armstrong, Secretary and Treasurer of Rockbestos Products Corp.; Ralph C. Jones, Professor of

Accounting, Yale University, and Albert H. Ham, Ass't Secretary of New Haven Clock Company, have arranged a program that promises some very fine technical and social meetings. Listed below are the dates, subjects and speakers:

October 11, 1938

Plant Visitation at A. C. Gilbert Company at 2:00 P. M.

Technical talk in the evening by Arthur B. Alling, Secretary and Treasurer

"Cost Accounting in the Toy Industry"

October 25, 1938

R. W. Starreveld, President, Office Machines Research

"How to Study Office Machines"

November 22, 1938

Mr. Virgil P. Ettinger

"Latest Developments in Taxation"

December 13, 1938

Stephen Havasy, McKinsey, Wellington & Company

"Improving the Accountant's Effectiveness in Management"

January 24, 1939

Wyman P. Fiske, Associate Professor of Accounting, Mass. Institute of Technology

"Cost Analyses for Special Purposes"

February 11, 1939

Valentine Party

February 21, 1939

Executive Night

Dr. Virgil Jordan, President National Industrial Conference Board

March 28, 1939

Professor Hudson B. Hastings, Yale University

"Money and Its Uses"

April 11, 1939

Plant Visitation at Hull Brewery at 2:00 P. M.

Technical Meeting—Talk by Thomas F. Healy, Brew Master "Brewing Processing"

April 25, 1939

Debate

Resolved: "That the last-in, first out method of inventory pricing is preferable to the first-in, first-out method."

Affirmative

Mr. Alfred L. Bristol—Rockbestos Products Corporation

Mr. F. J. McCarthy—Greist Manufacturing Company

### Negative

Mr. John C. McNab—Kircaldie,  
Randall & McNab

Mr. H. James Orefice—R. Wal-  
lace & Sons Mfg. Company

May 13, 1939

Annual May Party

May 23, 1939

Rene J. Bernard, C. P. A.—Con-  
troller of Sargent & Company  
"Reserves, the Reservoirs of Busi-  
ness."

## Transportation

**Editors Claim Freight Rates Discrimination Injures South.** The existing freight rates of a discriminatory nature form the major obstacle to the economic advancement of the South, according to recent findings of a dozen editors of southern Scripps-Howard newspapers.

Concluding a two-day session at Memphis, Tennessee, August 22, called to discuss the National Emergency Council's recent report to President Roosevelt on economic conditions in the South, the newsmen adopted a resolution urging abolishment of "freight rate discriminations against the South", as a means of increasing the section's purchasing power.

In a subsequent speech reported in the New York Times of September 4, Mrs. Franklin D. Roosevelt also alleged that existing freight rates were discriminatory and were holding back the economic development of the South, thus adding official flavor to the large volume of propaganda now being distributed by a Federal agency in an attempt to build up public opinion to the point where the Interstate Commerce Commission will feel justified in lowering Southern freight rates which will bring manifold injury to the manufacturers of the North and particularly New England. The propaganda followed hearings of the Southern Governors' Freight Rate case held in Atlanta and Buffalo, New York, during the summer months.

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**Carriers Seek to Hold Coal Rates.** The Association of American Railroads asked the Interstate Commerce Commission late in August to continue in effect freight rate increases on bituminous coal which were granted October 19, 1937. The rates are scheduled to terminate December 31, unless the request is granted.

The AAR said that the increase continuance was asked by the Class One railroads because of their desperate

need for additional revenue. The Association's statement to reporters explained that no new increases were contemplated in the petition. Those which the railroads would continue would amount to 3 cents per ton in rates of 75 cents and less than 5 cents in rates from 76 cents to \$1.00 and 10 cents in rates over \$1.00.

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**Maritime Commission Requires Majority Vote in Dollar Line.** The Maritime Commission announced on August 19 that it had entered into an agreement with the Dollar Steamship Lines of San Francisco whereby the commission plans to acquire 90 percent of the company's voting stock. On successful completion of the plan, the Commission stated operations will remain in the hands of the company.

The agreement anticipates continuance of uninterrupted service and employment of both off-shore and on-shore personnel.

★ ★ ★

**Rail Wage Still Unsettled.** The National Mediation Board's attempt to settle the wage dispute between the nation's major railroads and their 929,000 employees ended August 31 in failure to adjust their differences. A spokesman for the rail lines, terming a reduction "inevitable" announced immediately a 15 percent pay cut would be put into effect on October 1.

In a quick counter-move, George M. Harrison, chairman of the Railroad Labor Executives Association, disclosed the presidents of 18 brotherhoods had decided to take a strike vote among their members at once.

William M. Leiserson, chairman of the Mediation Board, in stating that it had exhausted its efforts to terminate the controversy, pointed out, however, that both sides must maintain status quo in their current relations for the next 30 days. If the workers agree upon a strike after that period, he said, the Mediation Board can still prevent interruption of rail service by notifying President Roosevelt that a "national emergency" exists. Mr. Roosevelt then can appoint a fact-finding commission to investigate the problem. For 60 days after the naming of the commission, he added, no change in working conditions can be effected except by mutual agreement.

★ ★ ★

**Minimum Class Commodity Rates Prescribed for Motor Carriers.** In a decision released August 17, the In-

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terstate Commerce Commission prescribed minimum class and commodity rates, with certain exceptions, for the transportation of property by motor common carriers between points in New England and between points in New England, on the one hand, and points in eastern New York and north-eastern New Jersey, on the other. The prescribed rates are to become effective on October 2, 1938, and shall continue in force until October 3, 1939.

The report points out certain conditions that should be corrected and for that reason provision has been made for the reopening of this proceeding for further hearings at the end of six months, at which time the carriers will be expected to submit a revision of the class rate structure. Incongruities and inconsistencies in the commodity rates that have been prescribed were likewise indicated in the report and a similar provision included with respect to reopening of the proceeding for further hearing, at which time the carriers will be expected to submit commodity rates that will be reasonably defensible. However, this does not preclude the carriers from petitioning for a modification of the prescribed basis prior to the conclusion of the six months' period.

Among the commodities upon which the Commission did not prescribe minimum commodity rates were: lumber, fibre and wall board, box shooks, wood lathes, wooden shingles, laminated wood, fertilizer, in bulk in bags, heavy machinery, liquid petroleum products, sand, gravel, dirt, crushed stone, coal, coke, explosives and dangerous articles.

The Official or Coordinated Motor Freight Classifications were prescribed to govern all of the class rates in issue. The class rates that have been authorized may be found in Eastern Motor Freight Bureau Tariffs M.F. I.C.C. Nos. 352 and 353, used in connection with the Bureau's territorial directory M.F. I.C.C. No. 350, subject to the ratings in the Official Motor Classification and Exceptions to Classification M.F. I.C.C. No. 351. The commodity rates that have been prescribed may be found in Eastern Motor Freight Bureau Tariffs M.F. I.C.C. Nos. 1 to 8 inclusive.

It will be recalled that the Association actively participated in this case. Some of our recommendations were adopted. In other important respects, the Commission has substituted its judgment for the evidence that was introduced at the hearings. The requirements of the order may be ex-

pected to affect adversely the smaller motor carriers and will be of no benefit to shippers despite the declared intent of Congress that the act was to be administered in the public interest. We suggest that you inquire about the new rates from your motor carriers.

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**Classification Committee Docket No. 75.** The Consolidated Classification Committee issued its Docket No. 75 on September 10, 1938. A hearing has been scheduled at Room 401, 143 Liberty Street, New York, N. Y. for October 12, 1938, for consideration of proposals for change in rules, descriptions, ratings and minimum weights. Requests for assignment should be made upon Mr. B. A. Gaetz, Member, Official Classification Committee at the foregoing address.

A list of all commodities upon which changes are proposed that the Association's Traffic Department believes to be of direct interest to any member, were listed in Transportation Bulletin No. 574 dated September 14, 1938, copy of which will be sent upon request to those who may have misplaced their copy.

**New Haven Embargoes Rail Freight.** With freight piled high in its warehouses and platforms on account of the outlaw truck drivers strike in New York, the New Haven Railroad found it necessary at noon, September 20, to embargo all rail freight to New York. In substance, this notice embargoes all less-than-carload and carload freight destined to Pier 37 or Pier 14 New York either for delivery at those points or for pick-up and delivery service from those stations. The embargo does not affect shipments to be handled in lighterage service or destined to connecting coast-wise steamers at New York. It did include, however, less-than-carload traffic for Brooklyn Eastern District Terminal and Harlem River except perishables and food supplies destined for delivery at Harlem River.

At the same time the express company announced it was still handling shipments for its regular customers. However, it was deemed impossible for the company to service any very great amount of freight ordinarily handled by motor trucks.

It is believed and hoped that the strike will be settled before this issue reaches the hands of readers.

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# • HINTS *For* EXPORTERS



## Foreign Trade Subject to Constant Change

By JOHN D. GARRETT, *Export Sales Manager,*  
The Arrow-Hart & Hegeman Electric Co., Hartford

**Editor's Note.** This is the sixth article in a series by veteran export managers. Mr. Garrett is a member of the Association's Foreign Trade Committee, and President of the Export Club of Hartford.

**Correction.** Through an error in last month's article, Mr. Farwell was credited as export manager of Winchester Repeating Arms Co., instead of Raybestos Division, Raybestos-Manhattan Inc., Bridgeport.

IN ANY business it is helpful and constructive at times to consider some of the fundamentals that are responsible for the characteristics inherent in the particular business. With this in mind this article will discuss some of those affecting the trade with countries beyond the borders of the United States.

It has been said that nothing is constant except a state of change and this statement holds particularly true as related to foreign trade.

Since the earliest days one man has sought to secure from another what he wants in exchange for something he can offer. In the early days this consisted of the bare necessities of life.

As time went on and civilization advanced, the nature of goods and the mechanics of trade changed, until today we think of trade consisting of the things we see and use in every day life.

Today the highly organized foreign trade of the leading nations goes on much as the home trade in the United States is conducted. However, the world itself presents a cross-section of trade of almost every degree of development that our modern trade has

passed thru since the beginning. There are still sections of the world where barter is being conducted and where the coinage of money is yet to come.

As civilization advances in these primitive countries, the nature of their trade and articles making up the trade, change. It may be that a primitive country finds that it has insufficient agricultural supplies to furnish the



JOHN D. GARRETT

necessary food. In this case agricultural products will be sought from other countries in exchange for articles of which the particular country may have an abundance. After a further advance in the development of the country, it is likely that certain manufactured products will also be sought.

If, later on, the country grows in population, it may begin an industrial or agricultural development and start to produce some products formerly imported from outside. Again the nature of its trade changes and machinery to produce these products becomes an item of import and the formerly imported products may be eliminated as an import item.

If this development proceeds to the extent that more can be produced than can be profitably sold in its domestic market, it is likely that such products, which were formerly imported will then be exported, with the result that the country becomes a source of competition in the foreign markets, to the countries who formerly supplied it with these products.

This continual growth and development constantly going on with the advance of civilization, means that new markets for the consumption of goods produced in other countries are being created.

Looking at it from the standpoint of any particular product, it can be readily seen that some countries have not yet reached the stage to offer a market for it and others may have reached the state where they produce themselves all they consume at home.

To complicate matters, however, from the standpoint of those engaged in foreign trade, there are other factors, both economic and political that have a decided bearing in this business. Such factors as duties, value of local currencies in relation to the dollar, exchange restrictions and wars all have their effect and often very sudden ones.

The state of change exerts itself in many ways. A country engaged in war, for example, may immediately become a closed market for many articles of trade, but it may become an extremely large market for other products. Again, a country engaged in war which formerly was a producer and exporter, may find that the requirements necessary to carry on the war may consume all of its produce, with the result that it is eliminated as

an exporter and suppliers in other countries will then take its place in furnishing material to the export markets formerly supplied from the country at war.

Buyers in any country naturally think and purchase goods on the basis of their own currency. Therefore, their purchasing power increases or decreases in relation to the value of their currency compared to that of the country from whom they are buying. When their currency is depreciated, their purchasing power declines and when their currency appreciates, their purchasing power increases. Similarly when their currency depreciates buyers in other countries find it possible to buy more cheaply with the result that purchases increase. So the tendency is for imports from a country with depreciated currency to decrease and exports increase in volume and vice versa.

With this constant state of change taking place, those engaged in foreign trade receive a stimulating challenge to their initiative and persistence in selling goods to buyers throughout the world.

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**Exchange Improves in Uruguay During July.** Improvement was shown in the exchange situation during the latter part of July in Uruguay. Declared exports to the United States increased from \$174,022 in June to \$327,277 in July. Exporters of Uruguayan linseed informed the Consulate General that they had sold £80,000 of exchange to the Bank of the Republic covering future shipments of linseed to the United States. From other sources the Consulate General learned that the four large packing plants had been promised an aggregate of \$1,000,000 of dollar exchange, to be balanced by canned meat exports to the United States. Both meat and linseed exports receive "compensated" exchange, though not at the same rate.

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**Mexico Lowers Duties.** The Mexican Import duty on 189 crude and semi-manufactured products was lowered effective August 27, 1938. Among the chief items were included the following: rayon yarns, crude and artificial rubber, fertilizers of all kinds, miscellaneous chemical products, glues and sizes, plastic materials, and manufactures thereof, mechanical wood pulp and cellulose pulp, unmanufactured metals and certain canned vegetables. Included also among the duty reduc-

tions were a number of items on which the Mexican import duties had been sharply increased by the decree of December 31, 1937, and on which intermediate rates of duty have been in effect since May 1, 1938.

Duties on six and eight cylinder passenger automobiles were increased from 600 to 700 pesos each while the rate on busses was increased from 1000 to 2000 pesos each. Slight variations were made in the duties on accessories and parts.

Exports from Mexico are subject now to a 12 percent ad valorem tax. Valuations have been assigned commodities, and include the following major products exported from Mexico to the United States (valuations are expressed in Mexican pesos per gross kilogram unless otherwise specified): Cattle (male) 27.00 per head; Cattle (female) 29.00 per head; goat skins, 2.80; kid skins (weighing up to 300 grams) 1.06; raw cotton, ginned 0.79; raw cotton unginned 1.40; henequen 0.271 ixtle (maguey) 0.32; ixtle (lechuguilla) 0.50; ixtle (palma) 0.17; other rigid vegetable fibers 0.58; ixtle fiber scraped, cut and prepared, 0.88; cordage, ropes, and all manufactures of henequen 0.38; cordage, ropes and all manufactures of ixtle and similar fibers 0.76; chicle 2.38 to 3.75 (according to proportion of domestic fiber used in containers); fresh tomatoes (exempt from tax); bananas 1.14 to 2.21 per 100 gross kilos (according to containers); unhulled coffee 0.74 to 1.65 (according to containers); and hulled coffee 0.62 to 0.94 (according to containers). The American Chamber of Commerce, Mexico, D. F. advises that they can supply complete English Translation of this 12% export tax law—13 sheets, legal size, single spaced.

Further details may be secured by writing the Association.

★ ★ ★

**British Trade Agreement Near Completion.** The trade agreement between Great Britain and the United States, considered by far the most important and comprehensive of all the reciprocal trade agreements thus far negotiated, is understood to be almost ready for signature. However, no one can predict exactly when it will be announced, since both governments will want to "time" the news so that it will accomplish the greatest good when announced. The Canadian treaty will be the next one completed after the British agreement has been announced. Thereafter, it is expected

that reciprocal treaties will be made with Australia and other self-governing dominions.

★ ★ ★

**Foreign Trade Drops in July.** American foreign trade declined by a small seasonal amount during July, according to figures released the latter part of August by the Commerce Department.

July merchandise exports totaled \$227,780,000 compared with \$232,686,000 in June and \$268,184,000 in July, 1937. Merchandise imports amounted to \$140,836,000 in July compared with \$145,898,000 in June and \$265,214,000 in July, 1937.

The first seven months of the year the nation's merchandise exports aggregating \$1,818,368,000, exceeded imports by \$716,522,000. In the similar period last year imports exceeded exports by \$143,890,000.

Continued gains in imports of grain, the department said, helped sustain exports last month. Shipments of crude food stuffs, principally grain, totaled \$24,556,000 in July, compared with \$20,988,000 in June and \$5,925,000 in July, 1937.

Exports of manufactured foodstuffs also increased, particularly meats, lard, fish, flour and dried and canned fruit.

In the crude materials class, decline in coal and timber shipments offset an increase in cotton exports. Among manufactured products, shipments of steel products, machinery, aircraft and automobiles were smaller than last year.

★ ★ ★

**Blocked Funds in Spain.** Since the return to Europe of E. A. Baldwin and conferences of Milo A. Borges in France, it is generally accepted by those having blocked funds in Spain that under the circumstances—and particularly the fact that the government authorities are devoting their entire energies to the prosecution of the war and to securing credits for that purpose—it is advisable to continue for the present the policy of informal contact, awaiting more favorable opportunity for formal overtures to the authorities, looking to settlement of the creditors' claims, after the close of hostilities.

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# BUSINESS PATTERN

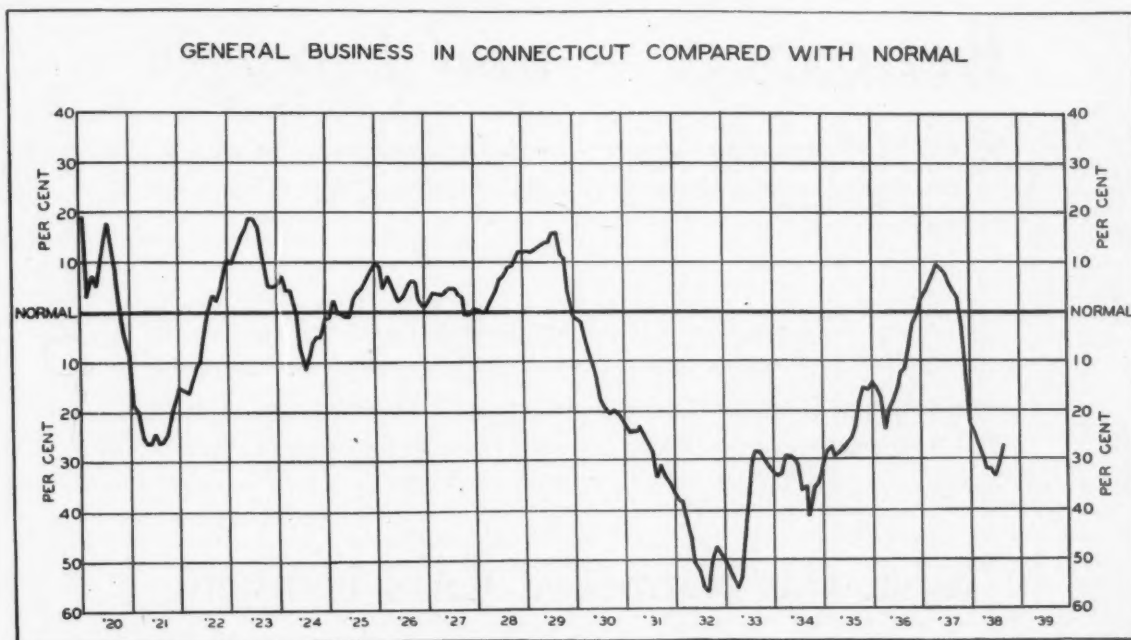
**General Summary.** Business activity in Connecticut for August continued to rise for the second consecutive month, the general business index standing at 28% below the estimated normal compared with —31% for July. The majority of the components of the index moved sharply upward. The manufacturing industry again showed increased activity with employment rising slightly and the number of man-hours worked in factories increasing considerably. Building construc-

the July daily rate. According to the Survey of Current Business, daily production of pig-iron in August was 23% higher than in July and the number of pig-iron furnaces in blast on August 31 was 88, a gain of 11 from a month earlier. The index for new machine tool orders in August was the highest for 1938, rising to 121% of the 1926 average. Preliminary information indicates that automobile production for August, the lowest since 1934, was only one-fifth of last year's

fractionally downward during the four weeks ended August 27, the combined index declining one point during this period. The only appreciable drop was in the price of farm products, which was off 2% from the previous month.

The cost of living in the United States during August continued the slight downward movement of July. Food and rents again declined.

**Financial.** During the four weeks ended September 3, the number of



tion work in progress fell off one point to approximately 45% below normal; metal tonnage carried on the New Haven Road fell off 3 points to —60%. However, freight carloadings originating in 13 Connecticut cities continued the upturn rising 2 points to stand at 34% below the estimated normal. Reports on the consumption of cotton in Connecticut indicated that cotton mill activity for August showed approximately a 4 point rise to —26%.

Business activity in the United States increased moderately during August, advancing 4 points to stand at 31% below normal. The output of steel ingots averaged 43% of capacity in August, an increase of one-fifth over

total for the same period. Production of 1939 models has already started in some plants. Contracts awarded in August for heavy engineering construction projects recorded a definite improvement; this resulted from an expansion in publicly financed projects, which were three-fourths larger than in the comparable period of 1937. Cotton consumption for August increased by considerably more than the usual seasonal amount. Data for the first half of September indicate further increases in general business activity but at a more moderate rate than has prevailed during the past two months.

According to the index of the U. S. Bureau of Labor Statistics, wholesale commodity prices for August tended

business failures in Connecticut increased 14% over the corresponding period last year, while gross liabilities of failures were the same as those for the 1937 period. During this four week period the number of new corporations formed and the total amount of capital stock involved were both 16% less than the similar period for last year. August sales of real estate declined seasonally, but for the second month were only 5% less than the 1937 figure. The value of mortgage loans was 17% below the previous year.

**Construction.** The number of building permits issued in Connecticut for August was 5% under the same period



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last year, with their total value 30% less. Construction work in progress during August was also less than in July. Raybestos-Manhattan, Inc., of Bridgeport, have awarded the general contract for four new buildings in Stratford, to be erected at a cost of \$90,000. Construction has also been started on a \$75,000 factory and office building for the Globe Slicing Machine Company in Stamford.

In the United States engineering contracts revealed a marked widening of the gap between public and private awards with privately financed heavy construction continuing in depressed volume. In contrast to private heavy construction, the daily average dollar volume of residential building awards, nearly all privately owned, was higher in August than a year earlier though somewhat below July.

**Labor and Industry.** As mentioned above, the manufacturing industry showed a greater than seasonal pick-up for August. The index of the number of man-hours worked rose seven points to stand at 22.6% below the estimated normal. Bridgeport improved over July by 4%, Bristol 21%, Hartford 8% and New Britain 35%; New Haven was unchanged from the preceding month. The adjusted index of factory employment based on available data rose less than 1% over July. Bridgeport, Hartford, New Britain and New Haven showed only a nominal increase, while employment in Waterbury plants rose 1% in Bristol bettered the July figure by 6%.

In the United States factory employment and payrolls showed decided increases during August.

**Trade.** For August the Federal Reserve Board reported department store

sales in the United States 6% under the same month last year. The adjusted index of sales by department stores fell to 83% of the 1923-1925 average as compared with 85% for July and 91% for August, 1937. Chain store losses were cut to 2.5% in the New York Times compilation of 30 companies.

**Transportation.** The index of freight carloadings originating in Connecticut stood at 34% below normal in August compared with —36% for July and —17% for August, 1937. Shipments of merchandise in less-than-carload lots, building materials and bituminous coal increased sharply over July. Carloadings of automobiles remained at a very low level. Average daily carloadings in the United States for the week ended September 3 rose to the highest level since November, 1937.

## Manufacturers to Participate in Highway Safety Contest

(Continued from page 2)

The winner of the first prize and each individual concern will also receive a certificate of safe driving signed by the Governor of the State, and at the end of the year, or after November 1, 1939, identical prizes and certificate will again be awarded covering the last six months of the contest.

**4. How Administered.** The rules of the contest are to be administered by a committee composed of one official and three employees.

### 5. General Rules.

(a) This contest is based upon car mileage, free from accidents.

(b) Each contestant will file promptly with the company committee the "Contestant Entrance Card", giving his name, payroll number, car registration number, car mileage and the date set for the beginning of the contest.

(c) If a contestant changes his car during the contest, he forfeits his rights to any award unless he files with the committee a statement showing the change of car, the final mileage on the old car, and the mileage on the new car at the date of purchase.

(d) Prizes will be awarded to the contestant registering the car with the committee based upon the mileage of the car and freedom from accident, excepting that no prize will be awarded to a contestant who during the period has been convicted of any violation of the state motor vehicle laws or who has failed to comply with the requirements of car inspections or who shall not have a clear record with the Department of Motor Vehicles during the contest period. The first prize will go to the car with the highest mileage, the second prize to the car with the next highest mileage, etc.

(e) An accident is defined as any motor vehicle mishap which, under the law, should be reported to the motor vehicle department of the State of Connecticut. In this contest any accident will be counted on this basis, whether it occurs within or without the state. (This means that accidents involving personal injury or total property damage in excess of \$25.00, are to be counted.)

(f) All accidents will be considered, whether or not the driver of the car entered in the contest is responsible for the accident and regardless of who is the driver, except, however, that accidents to a car when legally parked shall not be included.

(g) In case of a controversy, the company committee reserves the right to check on accident records with the department of motor vehicles or any other agency and each contestant must agree to abide by the final decision of the committee.

(h) In case the prizes should be won by a car of an executive or by a car owned by an executive of a company or by a company owned car, only the Governor's certificate will be awarded and the gasoline prizes will be passed on to the next most eligible contestant.

### Contest Publicity

Publicity is to be released through various news channels in each community by an individual or agency selected in each town or city. Such releases will give the contestants full details of the competitive standings of the various participating companies in their respective communities, and later the comparative standings of each town or city in the state.

Members of the Industrial Highway Safety Committee include:

Dudley S. Ingraham, vice president and treasurer, The E. Ingraham Company, Bristol, Chairman; James A. Burbank, Superintendent Engineer and Inspection Division, Travelers Insurance Company, Hartford; Alfred W. Burg, treasurer, The Torrington Company, Torrington; Frank W. Gilbert, 2nd vice president, the A. C. Gilbert Company, New Haven; George S. Hawley, president, Bridgeport Gas Light Company, Bridgeport; James W. Hook, president, The Geometric Tool Company, New Haven; M. S. Little, president, Sigourney Tool Company, Hartford; Walter S. Paine, manager, Engineering and Inspection Division, Aetna Life Insurance Company, Hartford; R. E. Pritchard, vice president, The Stanley Works, New Britain; Charles L. Taylor, president and treasurer, The Taylor and Fenn Company, Hartford; Albert Vuilleumier, New Departure Division, General Motors Corp., Bristol; and Ex-officio, Samuel H. Fisher, chairman, Highway Safety Commission.

## MIDDLETOWN

(Continued from page 11)

instances, these owners are people who have traveled through the section and have been captivated by its beauty and quaint New England charm and now spend six to eight months of the year here. The County is blessed with a varied appeal, with the Shore in the South, the River running through its entire length, lakes of size and beauty in the North and mountains on either side cupping the lovely valley in between. The Connecticut River is a yachtsman's paradise and its beauty is far famed indeed, for it is called "The American Rhine". In the Fall of the year the high coloring of our trees brings in thousands of visitors, for no other part of the country quite equals the breath-taking, flaming majesty of New England's tree bordered roads. Ten of Connecticut's State Parks are located in Middlesex County, Hurd Park on the River perhaps being best known of them all. The others are:—Great Hill, Portland; Dart Island, Middletown; Black Pond, Middlefield; Devil's Hopyard, East Haddam; Trimountain, Durham; Brainard Homestead, East Haddam; Meshomasic, Portland; Cockaponset, Chester; and Salmon River, East Hampton. Winter sports are a new development in the recreational line and the County is particularly well suited for skiing and allied sports.

### Industrial Development

Industrially, Middletown has always boasted a diversified line of manufacture and through the years, and particularly since 1929, this condition has kept Middletown from experiencing the severe dips, economically, that the "one line" City must necessarily face. Industrial growth has not been spectacular but none the less steady and certain. There is practically no empty industrial space in the city but the Chamber of Commerce and merchants and industrialists welcome the idea of new industries and will extend a helping hand to any legitimate factory wishing to come to the city, providing good sound ethical business judgment is involved in the transaction. There is an ample labor supply of skilled and unskilled workers of both sex, for Middletown industry draws from the surrounding county towns as well as from Middletown. Among the manufactured products are typewriters,

marine and industrial hardware, rubber footwear, silverware, blankets, hammocks, metal boxes, metal novelties, bias tape, venetian blinds, venetian blind tape, asbestos brake lining, broad silk, leather goods, machine tool accessories, lace, brass goods, macaroni, rubber goods, dresses and coats and paper boxes.

Middletown's stores are among the finest in the State and are patronized by people from all over Connecticut. The broad Main Street, almost a mile long is lined with smart up-to-date shops, catering to the needs of the County. Department stores, furniture shops, women's and men's specialty shops, chain stores and food stores number about 150. During the Christmas Holidays the merchants and other business men hang a canopy of colored lights over the street from side to side and it is an unusually lovely sight.

Middlesex County is a rich and fertile agricultural area being particularly noted for its peach orchards and tobacco fields. Market gardening and poultry raising take next place. The Middlesex County Farm Bureau is especially forceful and its influence for good throughout the rural section is inestimable.

Connecticut State Hospital and Long Lane Farm, two State institutions, are in Middletown and the staffs of both these institutions give much of their time and energy to the city.

Middletown and Middlesex County are proud of their heritage of nearly three hundred years of living and of sharing with others their beauty and well rounded community life.

**Editor's Note.** This article was written before the hurricane of September 21. While it is true that High Street and Wesleyan Campus have lost many of their beautiful old trees and the rest of the city has suffered a severe loss in century old trees, none the less Middletown is still the Forest City and the city and the university are both planning even now to start tree plantings which in time will equal in beauty, if not in sentiment, our lost trees.

## NEWS FORUM

(Continued from page 17)

president, December 1, 1934. In 1936 he wrote an article entitled "Work Assignment Relating to the Textile Industry" in the annals of the "American Academy of Political and Social Science."

Another Connecticut representative on the Textile Committee, representing employes, is Miss Elizabeth Nord, Manchester, Conn., a full-time organizer for Local 63, TWOC, since April. Miss Nord came from Pawcatuck, R. I. where she had been an organizer in the textile industry for about four years. In addition to her organizing activities in Manchester, she is also understood to be engaged in similar activities in the textile field in other parts of the country.

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### Connecticut's Corner-stone Laid.

The corner-stone of Connecticut's exposition building on the Avenue of States at the Eastern States Exposition, Springfield, was laid by Governor Cross on September 20. The building, which has been made possible by contributions of private citizens, including many manufacturers, and by a legislative appropriation, will cost an estimated \$73,000. When completed around the middle of October, it will join the other Colonial buildings of the other New England States—Massachusetts, New Hampshire, Maine and Vermont.

Patterned after the old state house in Hartford, the Connecticut building will have the famous Bulfinch front, with brownstone surface for the lower floor and brick above. A small basement also is included in the plans, as well as immovable skylights and force draft ventilation. A panoramic display of the state's industrial products is planned for exhibition in the building at the 1939 exposition.

Olcott F. King, Commissioner of Agriculture, presided at the corner-stone laying ceremonies, with a host of agricultural and industrial leaders and governmental officials of the state looking on.

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**Large Volume Government Contracts Handled by Labor Department.** According to a recent release (September 18), the U. S. Department of Labor received some 9,950 contracts valued at approximately one-half billion dollars (\$554,281,081) from 11,611 sources. All are subject to the Public Contracts Act.

Investigations and inspections are being made of these contracts by a group of field men who report their findings to the Administrator according to Secretary Perkins. The Legal Section holds hearings when violations are disclosed by the investigators that cannot be settled in the usual channels adopted by the Administrator. To date \$69,393.41 has been reimbursed to

employees because of work in violation of Sections 1(b) and (c), 2, and 6 of the Act. There are approximately 40 cases on the Legal Section calendar for future hearing. The infractions in these cases range from a few dollars up to nearly \$20,000.

Secretary Perkins has approved 18 minimum wage recommendations of the Public Contracts Board. Sixteen dates have been reserved on the Board's calendar for hearings to be held this month or next.

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### President Hubbard Heads Conference Board.

President E. Kent Hubbard of the Association who has served as trustee of the National Industrial Conference Board for some 15 years was unanimously nominated as chairman of the board at the last meeting of directors held at headquarters, 247 Park Avenue, New York on September 23. Mr. Hubbard will succeed Elon Hooker who served the board for many years until a few weeks before his death on May 10, 1938.

In his prepared report nominating Mr. Hubbard for the post as chairman, Walter Robbins, chairman of the board, General Cable Corporation, New York, said the following, in part:

"We are fortunate indeed that there is available a successor who can carry on, as your Committee believes Mr. E. Kent Hubbard, President of the Manufacturers Association of Connecticut, can and will carry on. He has answered every call of the Association, has demonstrated his broad knowledge, his ability, and his tact in handling all difficult situations which have come before him. He has effectively participated in the past in all efforts, not only toward increasing the Board's financial resources, but in furthering every essential objective of the Board by wholehearted cooperation with the president and his staff. He is eminently qualified to effectively fulfill the duties of our Chairman."

The National Industrial Conference Board has been both nationally and internationally recognized as an outstanding authority for business statistics and extensive reports and charts pertaining to current economic problems of the day. Formed in May, 1916, under the leadership of the late Magnus Alexander, the board was headed by Mr. Alexander until his death. Since that time Dr. Virgil Jordan, formerly economist for McGraw-Hill Publications, New York, has progressed the work of the Board as its executive head.



Ed. NOTE. This department, listing products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. Not finding any given listing, buyers should write this department for further information.

(Adv.)

<b>Accounting Forms</b>		<b>Bearings</b>		<b>John M Russell Mfg Co Inc</b>	
The Baker Goodyear Co	New Haven	Norma Hoffmann Bearings Corp (ball and roller)	New Britain	B Schwanda & Sons	Naugatuck
<b>Accounting Machines</b>		The Fafnir Bearing Co (ball)	Stamford	The Patent Button Co	Staffordville
Underwood Elliott Fisher Co	Hartford	New Departure Div of General Motors (ball)	Bristol	<b>Buffing &amp; Polishing Compositions</b>	
<b>Acids</b>		<b>Bells</b>		Apothecaries Hall Co	Waterbury
Naugatuck Chemical (Div of U S Rubber Prod Inc)	New York	The Gong Bell Mfg Co	East Hampton	Lea Mfg Co	Waterbury
<b>Adding Machines</b>		Sargent and Co	New Haven	<b>Buffing Wheels</b>	
Underwood Elliott Fisher Co	Hartford	The N N Hill Brass Co	East Hampton	The Williamsville Buff Mfg Co	Danielson
<b>Advertising Printing</b>		<b>Belting</b>		<b>Buttons</b>	
The Case Lockwood & Brainard Co	Hartford	The Russell Mfg Co	Middletown	B Schwanda & Sons	Staffordville
<b>Advertising Specialties</b>		The Thames Belting Co	Norwich	The Patent Button Co	Waterbury
The H C Cook Co 32 Beaver St	Ansonia	<b>Bench</b>		Colt's Patent Fire Arms Mfg Co	Hartford
Scovill Manufacturing Co (Made to Order)	Waterbury	The Charles Parker Co (piano)	Meriden	Scovill Manufacturing Co (uniform and tack fastened)	Waterbury
<b>Aero Webbing Products</b>		<b>Binders Board</b>		<b>Cabinets</b>	
Russell Mfg Co	Middletown	Colonial Board Company	Manchester	The Charles Parker Co (medicine)	Meriden
<b>Air Compressors</b>		<b>Blocks</b>		<b>Cables—Wire</b>	
The Spencer Turbine Co	Hartford	Howard Company (cupola fire clay)	New Haven	The Wiremold Co (armored, armored leaded and non-metallic sheathed cable)	West Hartford
<b>Aircraft—Repair &amp; Overhaul</b>		<b>Blower Fans</b>		<b>Carpet Lining</b>	
United Airports Div United Aircraft Corp	Hartford	The Spencer Turbine Co	Hartford	Palmer Brothers Co	New London
Rentschler Field East Hartford	Hartford	Colonial Blower Co	Hartford	<b>Castings</b>	
<b>Airplanes</b>		<b>Blower Systems</b>		The Charles Parker Co (gray iron)	Meriden
Chance Vought Aircraft Div United Aircraft Corp	East Hartford	Colonial Blower Co	Hartford	The Derby Castings Co (heavy bronze)	Seymour
Sikorsky Aircraft Div United Aircraft Corp	Bridgeport	<b>Boilers</b>		The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	Meriden
<b>Aluminum Castings</b>		The Bigelow Co	New Haven	The Sessions Foundry Co (gray iron)	Bristol
Newton-New Haven Co 688 Third Avenue	West Haven	Clark Brothers Bolt Co	Milldale	John M. Russell Mfg Co Inc (brass, bronze and aluminum)	Naugatuck
<b>Aluminum Forgings</b>		The O K Tool Co Inc (T-Slot)	33 Hull St Shelton	McLagon Foundry Co (gray iron)	New Haven
Scovill Manufacturing Co (small)	Waterbury	The Blake & Johnson Co (nuts, machine screw-bolts, stove)	Waterville	Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
<b>Aluminum Goods</b>		<b>Bottle Bobbins</b>		The Greist Mfg Co (white metal, slush, permanent moulds)	503 Blake St New Haven
Scovill Manufacturing Co (To Order)	Waterbury	Sonoco Products Co (Climax-Lowell Div)	Mystic	Scovill Manufacturing Co (brass and bronze)	Waterbury
<b>Aluminum—Sheets &amp; Coils</b>		<b>Box Board</b>		Vanadium Metals Co (brass, bronze and aluminum)	Groton
United Smelting & Aluminum Co Inc	New Haven	National Folding Box Co	New Haven	Union Mfg Co (gray iron)	New Britain
<b>Ammunition</b>		New Haven Pulp & Board Co	New Haven	Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
Remington Arms Co Inc	Bridgeport	Robertson Paper Box Co	Montville	<b>Castings—Permanent Mould</b>	
<b>Aromatics</b>		The Lydall & Foulds Paper Co	Manchester	The Bradley & Hubbard Mfg Co (zinc and aluminum)	Meriden
Naugatuck Chemical (Div of U S Rubber Prod Inc)	New York	<b>Boxes—Paper—Folding</b>		<b>Cement</b>	
<b>Artificial Leather</b>		Atlantic Carton Corp	Norwich	The Skat Company (in cans)	Hartford
Zapon Div, Atlas Powder Co	Stamford	S. Curtis & Son Inc	Sandy Hook	<b>Chain</b>	
<b>Asbestos</b>		M. S. Dowd Carton Co	Hartford	John M Russell Mfg Co Inc	Naugatuck
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven	National Folding Box Co (paper folding)	New Haven	<b>Chains—Bead</b>	
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport	<b>Brake Lining</b>		The Bead Chain Mfg Co	Bridgeport
<b>Assemblies, Small</b>		The American Brass Co (sheet, wire rods, tubes)	Waterbury	<b>Chemicals</b>	
The Wallace Barnes Co Div, Associated Spring Corp	Bristol	The Bridgeport Rolling Mills Co	Bridgeport	Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway
<b>Automobile Accessories</b>		The Bristol Brass Corp (sheet, wire, rods)	Bristol	Apothecaries Hall Co	Waterbury
The Rostand Mfg Co (windshields, seats, and body hardware)	Meriden	The Miller Co (Phosphor bronze in sheets, strips and rolls)	Meriden	MacDermid Incorporated	Waterbury
<b>Automotive Friction Fabrics</b>		<b>Brass Goods</b>		American Cyanamid & Chemical Corp	Waterbury
The Russell Mfg Co	Middletown	Sargent and Company	New Haven	<b>Chromium Plating</b>	
<b>Automotive &amp; Service Station Equipment</b>		Scovill Manufacturing Co (To Order)	Waterbury	Chromium Corp of America	Waterbury
Scovill Manufacturing Co (Canned Oil Dispensers)	Waterbury	<b>Brass Mill Products</b>		<b>Chucks &amp; Face Plate Jaws</b>	
<b>Balls</b>		Bridgeport Brass Co	Bridgeport	Union Mfg Co	New Britain
The Abbott Ball Co (steel bearing and burnishing)	Hartford	Scovill Manufacturing Co	Waterbury	<b>Clamps—Wood Workers</b>	
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)	Hartford	<b>Brass Stencils—Interchangeable</b>		Sargent and Company	New Haven
<b>Barrels</b>		The Fletcher Terry Co Box 415, Forestville	New Britain	<b>Clay</b>	
The Abbott Ball Co (burnishing and tumbling)	Hartford	<b>Brick—Building</b>		Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven
The Hartford Steel Ball Co (tumbling)	Hartford	The Donnelly Brick Co	New Britain	<b>Cleansing Compounds</b>	
<b>Bathroom Accessories</b>		<b>Bricks—Fire</b>		MacDermid Incorporated	Waterbury
The Charles Parker Co	Meriden	Howard Company	New Haven	<b>Clocks</b>	
		<b>Brooms—Brushes</b>		The Ingersoll-Waterbury Co	Waterbury
		The Fuller Brush Co	Hartford	<b>Clutch—Friction</b>	
		<b>Buckles</b>		The Carlyle Johnson Mach Co (The Johnson)	Manchester
		The Hatheway Mfg Co (Dee Rings)	Bridgeport	<b>Comfortables</b>	
		The Hawie Mfg Co	Bridgeport	Palmer Brothers Co	New London
		The G E Prentice Mfg Co	New Britain	<b>Conduits</b>	
				The Wiremold Co (flexible steel and non-metallic flexible)	West Hartford

# IT'S MADE IN CONNECTICUT

— CONTINUED —

<b>Cones</b>		<b>Electric Heating Element &amp; Units</b>		<b>Gauges</b>	
Sonoco Products Co (Climax-Lowell Div)	Mystic	Rockbestos Products Corp (asbestos insulated)	New Haven	The Bristol Co (pressure, vacuum, indicating, recording and controlling)	Waterbury
<b>Consulting Engineers</b>		<b>Electrical Instruments</b>		<b>Gears</b>	
The Stanley P Rockwell Co Inc (Consulting)	Hartford	The Bristol Co	Waterbury	The Snow & Petrelli Mfg Co (reverse and reduction)	New Haven
<b>Contract Manufacturers</b>		<b>Electric Panel Boards</b>		<b>Glass Coffee Makers</b>	
The Greist Mfg Co (metal parts and assemblies)	New Haven	The Plainville Electrical Products Co	Plainville	The Silcox Co	80 Pliny St Hartford
<b>Copper</b>		<b>Electric Wire</b>		<b>Glass Cutters</b>	
The American Brass Co (sheet, wire, rods, tubes)	Waterbury	Rockbestos Products Corp (asbestos insulated)	New Haven	The Fletcher Terry Co	Box 415, Forestville
The Bristol Brass Corp (sheet)	Bristol	The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)	Hamden	<b>Glass Working Equipment</b>	
Scovill Manufacturing Co (pipe and service tubing)	Waterbury	<b>Electrical Control Apparatus</b>		Hartford-Empire Co	Hartford
<b>Copper Sheets</b>		The Trumbull Electric Mfg Co	Plainville	<b>Golf Equipment</b>	
The New Haven Copper Co	Seymour	<b>Electrical Control Equipment</b>		The Horton Mfg Co (clubs, shafts, balls, bags)	Bristol
<b>Copper Shingles</b>		Colt's Patent Fire Arms Mfg Co	Hartford	<b>Graphite Crucibles &amp; Products</b>	
The New Haven Copper Co	Seymour	<b>Electrical Goods</b>		American Crucible Co	Shelton
<b>Copper Water Tube</b>		A C Gilbert Co	New Haven	<b>Grinding</b>	
Bridgeport Brass Co	Bridgeport	Colt's Patent Fire Arms Mfg Co	Hartford	Centerless Grinding Works (production & custom)	70 Knowlton St, Bridgeport
<b>Corrugated Paper &amp; Fibre Products</b>		<b>Electrical Switches</b>		<b>Grinding Wheels</b>	
The Danbury Square Box Co	Danbury	Colt's Patent Fire Arms Mfg Co	Hartford	The Bridgeport Safety Emery Wheel Co	1302 W Broad St Bridgeport
<b>Cork Cots</b>		<b>Elevators</b>		<b>Hardware</b>	
Sonoco Products Co (Climax-Lowell Div)	Mystic	The Eastern Machinery Co (passenger and freight)	New Haven	Sargent and Co	New Haven
<b>Corrugated Shipping Cases</b>		<b>Embalming Chemicals</b>		Wilcox Crittenden & Co Inc (marine heavy and industrial)	Middletown
D L & D Container Corp	87 Shelton Ave New Haven	The Embalmers' Supply Co	Westport	<b>Hardware—Trailer Cabinet</b>	
Gair Thomas Containers Div of the Robert Gair Co Inc	New London	<b>Engines</b>		The Excelsior Hardware Co	Stamford
<b>Cosmetics</b>		Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport	<b>Hardware, Trunk &amp; Luggage</b>	
The J B Williams Co	Glastonbury	Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	J H Sessions & Son	Bristol
<b>Cotton Batting &amp; Jute Batting</b>		<b>Envelopes</b>		<b>Hat Machinery</b>	
The Gilman Brothers	New London	Curtis 1000 Inc	Hartford	Doran Brothers, Inc	Danbury
Palmer Brothers	New London	<b>Extractors—Tap</b>		<b>Headers</b>	
<b>Cotton Yarn</b>		The Walton Co	94 Allyn St Hartford	The E J Manville Machine Co	Waterbury
The Floyd Cranska Co	Moosup	<b>Eyelets</b>		<b>Heat Treating</b>	
<b>Counting Devices</b>		The Platt Bros & Co	Waterbury	The Bennett Metal Treating Co	1045 New Britain Ave Elmwood
Veeder-Root Inc	Hartford	P O Box 1030	Waterbury	The Stanley P Rockwell Co Inc	296 Homestead Ave Hartford
<b>Cutlery</b>		Scovill Manufacturing Co	Waterbury	<b>Heat-Treating Equipment</b>	
Remington Arms Co Inc	Bridgeport	<b>Fasteners—Slide &amp; Snap</b>		The Stanley P Rockwell Co Inc (commercial)	296 Homestead Ave Hartford
Sta-Brite Products Corp	New Haven	The G E Prentice Mfg Co	New Britain	The Wallace Barnes Co Div, Associated Spring Corp	Bristol
<b>Cut Stone</b>		Sargent and Co	New Haven	<b>Heating Apparatus</b>	
The Dextone Co	New Haven	The Patent Button Co	Waterbury	Crane Company	Bridgeport
<b>Cutters</b>		Scovill Manufacturing Co (snap)	Waterbury	<b>Highway Guard Rail Hardware</b>	
The Barnes Tool Co (Genuine Barnes)	New Haven	American Felt Co	Glenville	Malleable Iron Fittings Co	Branford
The Standard Machinery Co (rotary board, single and duplex)	Mystic	<b>Fibre Board</b>		<b>Hinges</b>	
The O K Tool Co Inc (inserted tooth milling)	33 Hull St Shelton	The C H Norton Co	North Westchester	Sargent and Company	New Haven
<b>Dictating Machines</b>		The Wm Foulds & Company	Manchester	Homer D Bronson Company	Beacon Falls
Dictaphone Corporation	Bridgeport	<b>Finger Nail Clippers</b>		<b>Hoists and Trolleys</b>	
<b>Die Castings</b>		The H C Cook Co	32 Beaver St Ansonia	Union Mfr Company	New Britain
Newton-New Haven Co Inc	688 Third Ave West Haven	<b>Firearms</b>		<b>Hose Supporter Trimmings</b>	
<b>Dies</b>		Colt's Patent Fire Arms Mfg Co	Hartford	The Hawie Mfg Co (So-Lo Grip Tabs)	Bridgeport
The Hoggson & Pettis Mfg Co	141 Brewery St New Haven	Remington Arms Co Inc	Bridgeport	<b>Industrial Finishes</b>	
<b>Die-Heads—Self-Opening</b>		<b>Fire Hose</b>		Zapon Div Atlas Powder Co	Stamford
The Eastern Machine Screw Corp	New Haven	Fabrics Fire Hose Co (municipal and industrial)	Sandy Hook	<b>Industrial Ovens</b>	
Truman & Barclay Sts	New Haven	<b>Fireplace Goods</b>		American Mach & Fdry Co, Crawford Oven Div (all processes—batch and conveyor types)	New Haven
The Geometric Tool Co	New Haven	The John P Smith Co (screens)	423-33 Chapel St New Haven	<b>Insecticides</b>	
<b>Dish Washing Machines</b>		The Rostand Mfg Co	Milford	American Cyanamid & Chemical Corp	Waterbury
Colt's Patent Fire Arms Mfg Co	Hartford	<b>Fireproof Floor Joists</b>		<b>Insulated Wire Cords &amp; Cable</b>	
<b>Dispersions of Rubber</b>		The Dextone Co	New Haven	The Kerite Insulated Wire & Cable Co Inc	Seymour
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway	New York	<b>Fishing Equipment</b>		The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)	Hamden
<b>Draperies</b>		The Horton Mfg Co (reels, rods, lines)	Bristol	<b>Japanning</b>	
Palmer Brothers Co	New London	<b>Fishing Lines</b>		J H Sessions & Son	Bristol
<b>Drop Forgings</b>		The Bevin-Wilcox Line Co	East Hampton	<b>Key Blanks</b>	
Wilcox Crittenden & Co Inc	Middletown	<b>Fishing Tackle</b>		Sargent and Company	New Haven
The Blakeslee Forging Co	Plantsville	The H C Cook Co	32 Beaver St Ansonia	The Graham Mfg Co	Derby
Atwater Mfg Co	Plantsville	<b>Flashlight Cases</b>		<b>Kitchen Tools</b>	
<b>Driers</b>		Scovill Manufacturing Co (metal)	Waterbury	Wallace Bros	Wallingford
American Mach & Fdry Co	Crawford Oven Div (industrial) New Haven	<b>Flow Meters</b>		<b>Knit Goods</b>	
<b>Edged Tools</b>		The Bristol Co	Waterbury	American Hosiery Company	New Britain
The Collins Co (axes and other edged tools)	Collinsville	<b>Forgings</b>		<b>Labels</b>	
<b>Elastic Webbing</b>		Clark Brothers Bolt Co	Milldale	J & J Cash Inc (Woven)	South Norwalk
The Russell Mfg Co	Middletown	Heppenstall Co (all kinds and shapes)	Bridgeport	Naugatuck Chemical (Div of U S Rubber Prod Inc) (rubber) Naugatuck & 1790 Broadway	New York
<b>Electric Appliances</b>		Scovill Manufacturing Co (non-ferrous)	Waterbury	<b>Lacquers &amp; Synthetic Enamels</b>	
The Silcox Co	80 Pliny St Hartford	<b>Foundries</b>		Zapon Div Atlas Powder Co	Stamford
Winsted Hardware Mfg Co	Winsted	Union Mfg Co (gray iron)	New Britain	<b>Ladders</b>	
<b>Electric Cables</b>		Wilcox Crittenden & Co Inc (iron brass aluminum and bronze)	Middletown	A W Flint Co	136 Haven St, New Haven
Rockbestos Products Corp (asbestos insulated)	New Haven	The Sessions Foundry Co (iron)	Bristol	<b>Lamps</b>	
<b>Electric Cords</b>		The John P Smith Co	423-33 Chapel St New Haven	The Rostand Mfg Company (brass, colonial style & brass candlesticks)	Milford
Rockbestos Products Corp (asbestos insulated)	New Haven	Rolock Inc (brass, galvanized, steel)	Southport	The Greist Mfg Co (portable, office, floor, table and novelty)	503 Blake St New Haven
<b>Electric—Commutators &amp; Segments</b>		<b>Furniture—Anodic Aluminum</b>		<b>Latex</b>	
The Cameron Elec Mfg Co (rewinding motors)	Ansonia	Warren McArthur Corporation	Bantam	Naugatuck Chemical (Div of U S Rubber Products Inc) Naugatuck & 1790 Broadway	New York
<b>Electric Fixture Wire</b>		Colt's Patent Fire Arms Mfg Co	Hartford	<b>Leather</b>	
Rockbestos Products Corp (asbestos insulated)	New Haven	<b>Fuses</b>		Herman Roser & Sons Inc (Genuine Pig-skin)	Glastonbury
		<b>Galvanizing</b>			
		Malleable Iron Fittings Co	Branford		
		Wilcox Crittenden & Co Inc	Middletown		

# IT'S MADE IN CONNECTICUT

— CONTINUED —

<b>Leather Goods Trimmings</b>	
The G E Prentice Mfg Co	New Britain
<b>Lighting Equipment</b>	
The Miller Co (Miller, Duplexalite, Ivanhoe)	Meriden
<b>Lime</b>	
The Skat Co (in cans)	Hartford
<b>Locks</b>	
Sargent and Company	New Haven
<b>Locks—Cabinet</b>	
The Excelsior Hardware Co	Stamford
<b>Locks—Suit-case and Trimmings</b>	
The Excelsior Hardware Co	Stamford
<b>Locks—Trunk</b>	
The Excelsior Hardware Co	Stamford
<b>Locks—Zipper</b>	
The Excelsior Hardware Co	Stamford
<b>Machinery</b>	
The Hallden Machine Company (mill)	Thomaston
The Standard Machinery Co (bookbinders)	Mystic
<b>Machines</b>	
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport
The Patent Button Company	Waterbury
<b>Machines—Automatic</b>	
The A H Nilson Mach Co (Special)	Bridgeport
<b>Machines—Forming</b>	
The A H Nilson Mach Co (four-slide wire and ribbon stock)	Bridgeport
<b>Malleable Iron Castings</b>	
Malleable Iron Fittings Co	Branford
<b>Marine Equipment</b>	
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware)	Milford
Wilcox Crittendon & Co Inc	Middletown
<b>Marking Devices</b>	
The Hoggson & Pettis Mfg Co	New Haven
<b>Mattresses</b>	
Palmer Brothers Co	New London
Waterbury Mattress Co	Waterbury
<b>Measuring Instruments</b>	
The Bristol Co (long distance)	Waterbury
<b>Metal Cleaners</b>	
Apothecaries Hall Co	Waterbury
<b>Metal Cleaning Machines</b>	
Colt's Patent Fire Arms Mfg Co	Hartford
<b>Metal Goods</b>	
Bridgeport Brass Co (to order)	Bridgeport
<b>Metal Novelties</b>	
The H C Cook Co	32 Beaver St Ansonia
<b>Metal Products—Stampings</b>	
J H Sessions & Son	Bristol
The Greist Mfg Co	503 Blake St New Haven
Scovill Manufacturing Co (Made to Order)	Waterbury
<b>Metal Specialties</b>	
Winsted Hardware Mfg Co	Winsted
The Excelsior Hardware Co	Stamford
The G E Prentice Mfg Co	New Britain
The American Buckle Co (sheet metal over-all trimmings)	West Haven
The Greist Mfg Co	503 Blake St New Haven
<b>Metal Stampings</b>	
The Patent Button Co	Waterbury
The Excelsior Hardware Co	Stamford
J H Sessions & Son	Bristol
The H C Cook Co	32 Beaver St Ansonia
The Greist Mfg Co	503 Blake St New Haven
<b>Milk Bottle Carriers</b>	
The John P Smith Co	323-33 Chapel St New Haven
<b>Mill Supplies</b>	
Wilcox Crittendon & Co Inc	Middletown
<b>Moulded Plastic Products</b>	
Colt's Patent Fire Arms Mfg Co	Hartford
<b>Mouldings</b>	
The Wiremold Co (surface metal race-ways)	West Hartford
<b>Moulds</b>	
The Hoggson & Pettis Mfg Co (steel)	141 Brewery St New Haven
The Sessions Foundry Co (heat resisting for non ferrous metals)	Bristol
<b>Nickel Anodes</b>	
Apothecaries Hall Co	Waterbury
The Seymour Mfg Co	Seymour
<b>Nickel Silver</b>	
The Seymour Mfg Co	Seymour
<b>Nuts Bolts and Washers</b>	
Clark Brothers Bolt Co	Milddale
<b>Office Equipment</b>	
Underwood Elliott Fisher Co	Hartford
<b>Oil Burners</b>	
Malleable Iron Fittings Co	Branford
The Silent Glow Oil Burner Corp	1477 Park St Hartford
<b>Ovens</b>	
American Mach & Fdry Co, Crawford Oven Div (bakers' ovens—reel & conveyor types, industrial ovens—all types)	New Haven
<b>Paints and Enamels</b>	
Keeler & Long Inc.	Waterbury
The Tredemick Paint Mfg Co	Meriden
<b>Paints and Varnishes</b>	
Keeler & Long Inc.	Waterbury
<b>Paperboard</b>	
Gair Thames Containers, Div of the Robert Gair Co Inc	New London
<b>Paper Boxes</b>	
Robertson Paper Box Co (folding)	Montville
National Folding Box Co (folding)	New Haven
<b>Paper Clips</b>	
The H C Cook Co (steel)	32 Beaver St Ansonia
<b>Paper Tubes and Cores</b>	
Sonoco Products Co (Climax-Lowell Div)	Mystic
<b>Parallel Tubes</b>	
Sonoco Products Co (Climax-Lowell Div)	Mystic
<b>Perfume Bases</b>	
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway	New York
<b>Pewter Ware</b>	
R Wallace & Sons Mfg Co	Wallingford
<b>Phosphor Bronze</b>	
The Seymour Mfg Co	Seymour
The Bristol Brass Corp (sheet)	Bristol
<b>Pipe</b>	
The American Brass Co (brass and copper)	Waterbury
Howard Co (cement well and chimney)	New Haven
Crane Company (fabricated)	Bridgeport
Bridgeport Brass Co (brass & copper)	Bridgeport
Scovill Manufacturing Co (copper, red brass and yellow brass)	Waterbury
<b>Pipe Fitters' Tools &amp; Equipment</b>	
The Barnes Tool Co (Genuine Barnes)	New Haven
<b>Pipe Fittings</b>	
Malleable Iron Fittings Co	Branford
<b>Platers</b>	
The Patent Button Co	Waterbury
The Plainville Electro Plating Co	Plainville
<b>Platers—Chrome</b>	
The Plainville Electro Plating Co	Plainville
<b>Platers' Equipment</b>	
MacDermid Incorporated	Waterbury
<b>Plumbers' Brass Goods</b>	
Bridgeport Brass Co	Bridgeport
Scovill Manufacturing Co	Waterbury
<b>Plumbing Specialties</b>	
John M Russell Mfg Co Inc	Naugatuck
<b>Pole Line</b>	
Malleable Iron Fittings Co	Branford
<b>Polishing Wheels</b>	
The Williamsville Buff Mfg Co	Danielson
<b>Presses</b>	
The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic
<b>Propellers—Aircraft</b>	
Hamilton Standard Propellers Div United Aircraft Corp	East Hartford
<b>Punches</b>	
The Hoggson & Pettis Mfg Co (ticket & cloth)	141 Brewery St New Haven
<b>Putty Softeners—Electrical</b>	
The Fletcher Terry Co	Box 415 Forestville
<b>Pyrometers</b>	
The Bristol Co (recording and controlling)	Waterbury
<b>Radiation-Finned Copper</b>	
The G & O Manufacturing Company	New Haven
<b>Railroad Equipment</b>	
The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Milford
<b>Rayon Yarns</b>	
The Hartford Rayon Corp	Rocky Hill
<b>Razors</b>	
Schick Dry Shaver Inc (electric)	Stamford
<b>Reamers</b>	
The O K Tool Co Inc (inserted tooth)	33 Hull St Shelton
<b>Reclaimed Rubber</b>	
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway	New York
<b>Recorders and Controllers</b>	
The Bristol Co (humidity, motion and operation)	Waterbury
<b>Refractories</b>	
Howard Company	New Haven
<b>Resistance Wire</b>	
The C O Jelliff Mfg Co	Southport
<b>Retainers</b>	
The Hartford Steel Ball Co (bicycle & automotive)	Hartford
<b>Reverse Gear—Marine</b>	
The Carlyle Johnson Mach Co	Manchester
<b>Riveting Machines</b>	
The Grant Mfg & Machine Co	Bridgeport
The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Bridgeport
<b>Rivets</b>	
Clark Brothers Bolt Co	Milddale
The Blake & Johnson Co (brass, copper and non-ferrous)	Waterville
J H Sessions & Son	Bristol
The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	Bridgeport
<b>Rods</b>	
The Bristol Brass Corp (brass and bronze)	Bristol
<b>Roof Coatings &amp; Cements</b>	
Tilo Roofing Co Inc	Stratford
<b>Roofing—Built Up</b>	
Tilo Roofing Co Inc	Stratford
<b>Rubber Chemicals</b>	
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway	New York
<b>Rubber Dispersions</b>	
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway	New York
<b>Rubberized Fabrics</b>	
The Duro-Gloss Rubber Co	New Haven
<b>Rubber Footwear</b>	
The Goodyear Rubber Co	Middletown
United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U. S. Royal Footwear)	Naugatuck
<b>Rubber Goods</b>	
The Connecticut Hard Rubber Co	New Haven
<b>Rubber Latex</b>	
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway	New York
<b>Rubbish Burners</b>	
The John P Smith Co	423-33 Chapel St New Haven
<b>Safety Fuses</b>	
The Ensign-Bickford Co (mining & detonating)	Simsbury
<b>Scales—Industrial Dial</b>	
The Kron Company	Bridgeport
<b>Scissors</b>	
The Acme Shear Company	Bridgeport
<b>Screw Machine Products</b>	
The Blake & Johnson Co	Waterville
Centerless Grinding Works	Bridgeport
70 Knowlton St	
The Eastern Machine Screw Corp	New Haven
Truman & Barclay St	
The Humason Mfg Co	Forestville
Scovill Manufacturing Co	Waterbury
<b>Screws</b>	
The Blake & Johnson Co (machine)	Waterville
Sargent and Company	New Haven
Clark Brothers Bolt Co	Milddale
The Charles Parker Co (wood)	Meriden
The Bridgeport Screw Co (wood)	Bridgeport
Scovill Manufacturing Co (cap and machine)	Waterbury
<b>Sewing Machines</b>	
The Greist Mfg Co (Sewing machine attachments)	503 Blake St New Haven
The Merrow Machine Co (Industrial)	2 Laurel St Hartford
<b>Shaving Soaps</b>	
The J B Williams Co	Glastonbury
<b>Shears</b>	
The Acme Shear Co (household)	Bridgeport
<b>Sheet Metal Products</b>	
The American Brass Co (brass and copper)	Waterbury
<b>Sheet Metal Stampings</b>	
The Patent Button Co	Waterbury
J H Sessions & Son	Bristol
<b>Signals</b>	
The H C Cook Co (for card files)	32 Beaver St Ansonia
<b>Silks</b>	
Cheney Brothers	South Manchester
<b>Silverware</b>	
International Silver Co (tableware, nickel silver, silver plate and sterling)	Meriden
R Wallace & Sons Mfg Co (tableware, nickel silver, silver plate and sterling)	Wallingford

# IT'S MADE IN CONNECTICUT

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**Silverware—Hotel & Institutional**  
International Silver Co Meriden  
R Wallace & Sons Mfg Co Wallingford

**Silverware—Plated Hollowware**  
International Silver Co Meriden  
R Wallace & Sons Mfg Co (and flatware) Wallingford

**Silverware—Sterling & Plated Trophies**  
International Silver Co Meriden  
R Wallace & Sons Mfg Co Wallingford

**Silverware—Sterling Silver Hollowware**  
International Silver Co Meriden  
R Wallace & Sons Mfg Co (and flatware) Wallingford

**Silverware—Tableware, Silver**  
International Silver Co Meriden

**Silverware—Tableware, Silver Plate**  
International Silver Co Meriden

**Silverware—Tableware, Sterling**  
International Silver Co Meriden

**Sizing and Finishing Compounds**  
American Cyanamid & Chemical Corp Waterbury

**Smoke Stacks**  
The Bigelow Company (steel) New Haven

**Soap**  
The Skat Co (liquid and paste) Hartford  
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps) Glastonbury

**Speakers**  
Cinaudagraph Corp (High Fidelity for radios, motion picture houses and public address systems) Stamford

**Special Parts**  
The Greist Mfg Co (small machined, especially precision stampings) 503 Blake St New Haven

**Sponge Rubber**  
The Sponge Rubber Products Co Derby

**Spreads**  
Palmer Brothers Company New London

**Spring Units**  
Owen Silent Spring Co Inc (mattresses and upholstery furniture) Bridgeport

**Spring Washers**  
The Wallace Barnes Co Div Associated Spring Corp Bristol

**Springs—Coil & Flat**  
The Humason Mfg Co Forestville  
The Wallace Barnes Co Div Associated Spring Corp Bristol

**Springs—Flat**  
The Wallace Barnes Co Div Associated Spring Corp Bristol

**Springs—Furniture**  
Owen Silent Spring Co Inc Bridgeport

**Springs—Wire**  
The Wallace Barnes Co Div Associated Spring Corp Bristol

**Stainless Steel Ware**  
Sta-Brite Products Corp New Haven

**Stair Pads**  
Palmer Brothers Company New London

**Stamps**  
The Hoggson & Pettis Mfg Co (steel) 141 Brewery St New Haven

**Stampings—Small**  
The Wallace Barnes Co Div Associated Spring Corp Bristol

**Staples**  
Sargent and Company New Haven  
E H Hotchkiss Company 10-16 Hoyt St Norwalk

**Stapling Machines**  
E H Hotchkiss Company 10-16 Hoyt St Norwalk

**Steel Castings**  
The Hartford Electric Steel Co (carbon and alloy steel) 540 Flatbush Ave Hartford  
Malleable Iron Fittings Co Branford  
Nutmeg Crucible Steel Co Branford

**Steel—Cold Rolled Spring**  
The Wallace Barnes Co Div Associated Spring Corp Bristol

**Steel—Cold Rolled Stainless**  
Wallingford Steel Company Wallingford

**Steel—Cold Rolled Strip and Sheets**  
Wallingford Steel Company Wallingford

**Steel Goods**  
Scovill Manufacturing Co (To Order) Waterbury

**Stop Clocks, Electric**  
The H C Thompson Clock Co Bristol

**Studio Couches**  
Waterbury Mattress Co Waterbury

**Switchboards**  
Plainville Electrical Products Co Plainville

**Switchboard Wires and Cables**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Switches**  
Colt's Patent Fire Arms Mfg Co Hartford

**Tableware—Stainless Steel**  
International Silver Co Meriden  
R Wallace & Sons Mfg Co Wallingford

**Tableware—Tin Plate**  
Wallace Bros Wallingford

**Tacking Machines**  
E H Hotchkiss Company 10-16 Hoyt St Norwalk

**Tanks**  
The Bigelow Company (steel) New Haven

**Tape**  
The Russell Mfg Co Middletown

**Tap Extractors**  
The Walton Co 94 Allyn St Hartford

**Taps, Collapsing**  
The Geometric Tool Co New Haven

**Tarred Lines**  
Brownell & Co Inc Moodus

**Textile Machinery**  
The Merrow Machine Company 2 Laurel St Hartford

**Thermometers**  
The Bristol Co (controlling, recording and indicating) Waterbury

**Thread**  
Max Pollack & Co Inc Groton  
The American Thread Co Willimantic  
The Gardiner Hall Jr Co (cotton sewing) South Willington

**Threading Machines**  
The Grant Mfg & Machine Co (double and automatic) Bridgeport

**Timers, Interval**  
The H C Thompson Clock Co Bristol

**Tinning**  
Wilcox Crittenden & Co Inc Middletown

**Tools**  
The Hoggson & Pettis Mfg Co (rubber workers) 141 Brewery St New Haven  
The O K Tool Co Inc (inserted tooth metal cutting) 33 Hull St Shelton

**Toys**  
A C Gilbert Company New Haven  
The Gong Bell Co East Hampton  
The N. N. Hill Brass Co East Hampton

**Transmissions**  
New Departure Div of General Motors (variable speed) Bristol

**Trucks—Lift**  
The Excelsior Hardware Co Stamford

**Trucks—Skid Platforms**  
The Excelsior Hardware Co (lift) Stamford

**Tube Clips**  
The H C Cook Co (for collapsible tubes) 32 Beaver St Ansonia

**Tubing**  
The American Brass Co (brass and copper) Waterbury  
Scovill Manufacturing Co (copper alloys) Waterbury

**Tubing—Condenser**  
Scovill Manufacturing Co Waterbury

**Twine**  
The Undine Twine Mills Inc Moodus

**Twine—Cable Cord**  
The Undine Twine Mills Inc Moodus

**Twine—Chalk Line**  
The Undine Twine Mills Inc Moodus

**Twine—Mason Line**  
The Undine Twine Mills Inc Moodus

**Twine—Sail**  
The Undine Twine Mills Inc Moodus

**Twine—Seine**  
Brownell & Co Inc Moodus

**Twine—Trot Line**  
The Undine Twine Mills Inc Moodus

**Typewriters**  
Underwood Elliott Fisher Co Hartford

**Typewriter Ribbons**  
Underwood Elliott Fisher Co Hartford

**Underclearer Rolls**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Vacuum Cleaners**  
The Spencer Turbine Co Hartford

**Valves**  
Reading-Pratt & Cady Div, American Chain & Cable Co Inc Bridgeport

**Valves—Automatic Air**  
Beaton & Cadwell Mfg Co New Britain

**Valves—Flush**  
Beaton & Cadwell Mfg Co New Britain

**Valves—Relief & Control**  
Beaton & Cadwell Mfg Co New Britain

**Venetian Blinds**  
The Permatex Fabrics Co Jewett City

**Ventilating Systems**  
Colonial Blower Co Hartford

**Vises**  
The Charles Parker Co Meriden

**Washers**  
The Blake & Johnson Co (brass, copper & non-ferrous) Waterville  
American Felt Co (felt) Shelton  
Clark Brothers Bolt Co Mildale  
The Sessions Foundry Co (cast iron) Bristol  
J H Sessions & Son Bristol

**Watches**  
Benrus Watch Co 30 Cherry St Waterbury  
The Ingersoll-Waterbury Co Waterbury

**Webbing**  
The Russell Mfg Co Middletown

**Welding Rods**  
The Bristol Brass Corp (brass & bronze) Bristol

**Wicks**  
The Russell Mfg Co Middletown

**Wire**  
The Bristol Brass Corp (brass and bronze) Bristol  
The Driscoll Wire Co (steel) Shelton  
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted  
The Atlantic Wire Co (steel) Branford  
The Bridgeport Screw Co (scratch brush) Bridgeport

**Wire Arches and Trellis**  
The John P Smith Co 423-33 Chapel St New Haven

**Wire Baskets**  
Rolock Inc (for acid, heat, degreasing) Southport

**Wire Cable**  
The Bevin-Wilcox Line Co (braided) East Hampton

**Wire Cloth**  
The C O Jelliff Mfg Corp Southport  
The John P Smith Co 423-33 Chapel St New Haven

**Wire Connectors**  
The Wiremold Co West Hartford

**Wire Drawing Dies**  
The Waterbury Wire Die Co Waterbury

**Wire Dipping Baskets**  
The John P Smith Co 423-33 Chapel St New Haven

**Wire Forms**  
The Humason Mfg Co Forestville  
The Wallace Barnes Co Div Associated Spring Corp Bristol

**Wire Goods**  
The Patent Button Co Waterbury  
The American Buckle Co (overall trimmings) West Haven  
Scovill Manufacturing Co (To Order) Waterbury

**Wire Mesh**  
Rolock Inc (all meshes and metals) Southport

**Wiremolding**  
The Wiremold Co West Hartford

**Wire Reels**  
The A H Nilson Mach Co Bridgeport

**Wire Partitions**  
The John P Smith Co 423-33 Chapel St New Haven

**Wire Rings**  
The American Buckle Co (pan handles and tinner's trimmings) West Haven

**Woodwork**  
C H Dresser & Son Inc (Mfg all kinds of woodwork) Hartford

**Yarns**  
The Ensign-Bickford Co (jute carpet) Simsbury

**Zinc**  
The Platt Bros & Co (ribbon, strip and wire) P O Box 1030 Waterbury

**Zinc Castings**  
Newton-New Haven Co Inc 688 Third Ave West Haven

# Service Section

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns. All items offered subject to prior sale.

## for sale or rent

**FOR RENT.** In Hartford, Connecticut, units of 5,000 to 16,000 sq. ft. in fully sprinklered modern building suitable for light or heavy manufacturing. Elevator, heat, watchman service included in rental. New York, New Haven and Hartford Railroad siding available. Out of flood area. Will rent at reasonable rates. For particulars apply to Billings and Spencer Company, Nelson Smith, 75 Pearl Street, Hartford, or your own broker.

**FOR SALE.** 1 Universal Displayer with five wings, size 26 x 43; also 2 Hooven Typewriters. Make us your best offer. Address S. E. 98.

**EQUIPMENT FOR SALE.** Quantity of line shafting with steel and wood pulleys. Counter shafts with loose pulleys and hangers. No. 14 Rockwood Base. Address S. E. 99.

**FOR SALE.** Wood Bending Business. Machinery, tools, forms, patterns and some lumber. Business now operating, but space occupied by this department required for other purposes. Sales to furniture, sporting goods, boat building and aircraft industries. Pratt, Read & Co., Inc., Deep River, Connecticut.

**FOR SALE.** 100 H. P. Ames Steam Engine direct connected to 2 phase 240 volt Generator, complete with switchboard, transformer, etc. Excellent condition. This unit is reasonably priced for early disposal. Address S. E. 104.

**FOR SALE.** (1) Diesel Engine, one cylinder, 2 cycle "Primm" 35 H.P. 300 RPM Heavy Duty. Complete with air compressor, starting equipment, water and oil pump, clutch, out bearing, in A1 condition. Can be seen running. Address S. E. 105.

**FOR SALE—USED EQUIPMENT.** 1 97" Power Squaring Shear. This was manufactured by Peck, Stow and Wilcox Company, suitable for 16 gauge stock, 1/4 hard and lighter. The other item is an electrically heated oven, capacity of two trucks, each truck approximately 30" wide, 5' 2" long and 6' high; Westinghouse type C heaters; thermostatic control. The inside dimensions of the oven are 69 x 84 x 82. We also have 2 extra trucks. Address S. E. 106.

## wanted - to buy

**WANTED.** 1 Steam Underwriter's Fire Pump, capacity 750 gallons per minute upward. In answering please quote price and condition. Address S. E. 107.

**WORK WANTED.** Bright Nickel Plating. We are equipped to do volume bright nickel plating of metal parts at reasonable rates. Inquiries will be welcomed. Wallace Brothers, Wallingford, Connecticut, Phone 193.

## employment

**MANUFACTURING EXECUTIVE.** Pressed and deep drawn metal stampings; screw machine products; castings, and hot forgings. Thorough knowledge of office routine; purchasing; costs; including budgetary control; design engineering; the development of new lines of work; tooling-up; materials handling; modern production methods; wage systems; time study with rate setting; employment problems including hospitalization; vestibule training; insurance; safety engineering; incentives, etc. Syndicate and premium goods in all finishes a specialty. Member American Society Mechanical Engineers. Now employed Factory Manager, and desirous of locating in the East. Address P. W. 408.

**YOUNG MAN.** Private school and college education, experience as newspaper correspondent and in retail merchandising. Has done newspaper feature writing, free lance writing and advertising copy writing. Desirous of connection with advertising agency or in advertising or public relations department of a Connecticut industrial firm. Address P. W. 420.

**ACCOUNTANT.** Thoroughly trained and experienced in general, cost, and constructive (systems) accounting, auditing, budgets, and inventory control. Over five years industrial experience, age 25 years. Graduate of leading Eastern Accounting School. Desires position with

future in Industrial or Public Accounting. Now employed. Address P. W. 422. (A S O).

**ACCOUNTANT.** Controller Office Executive; diversified experience supervising office personnel; successful organizer; expert systematizer, university graduate; accounting, finances, budgets, expense and merchandise control, costs, taxes. Address P. W. 424 (A. S. O.).

**TRAFFIC MAN.** Young man in mid-thirties with 7 years broadly diversified railroad traffic experience and 8 years with private industry engaged in work involving the direction of the field staff and the handling of numerous shipping problems both of railroads and individual shippers, now seeks a new connection in the traffic field, due to the abolishment of his particular branch of the industry with which he has been connected. For further information and interview address P. W. 425.

**SUPPLY BUYER.** Mature man seeks situation as supply buyer, "order and price" clerk, or otherwise, as employment record might indicate and solicits interview anywhere in Connecticut, preferably with Association member. Address P. W. 427.

**ACCOUNTING EXECUTIVE.** Thoroughly qualified in all phases of general and cost accounting, budgets, finance, office management, insurance, taxes, etc. Competent organizer with constructive and analytical mind. Desires connection where ability can be utilized to good advantage. Christian, university graduate, age 35, married, now employed. For interview address P. W. 428.

**SALESMAN—POSITION WANTED.** Ordinary man having no wonderful talents, of average sales ability and who feels the only thing different about him is his contagious optimism. He wishes to make money for somebody. May I talk with you? For interview and references address P. W. 429.

**YOUNG PRODUCTION MAN.** Young man with high school education and two years' university education as well as commercial course, who has two years' experience as an apprentice and mechanic, desires to further his production experience by doing actual mechanic's work for some Connecticut manufacturer. His former employers rate him 100% on all counts. For interview address P. W. 430.

**CHEMIST.** Young man, age 22, with an A.B. degree in chemistry in the fields of organic and inorganic compounds, desires a position along this line. Anxious to become associated with a concern having possibilities of future advancement. For interview address P. W. 431.

**WANTED WORK WITH A PROGRESSIVE MANUFACTURER.** Inspector of products or time study job as a sound step in knowing your personnel and its problems. High School and U. S. Naval Academy education followed by five years as engineer of destroyers. Three years diesel engine testing and selling, nine years manufacturing die cut paper specialties. Have interviewed, hired and successfully supervised men and women in varied occupations. I am interested in work not in a position. Immediately. For interview address P. W. 432.

**YOUNG MAN.** 1938 college graduate desirous to start at bottom in advertising or publicity department of an industrial concern. Experience as newspaper correspondent and four years as member of college paper staff—Editor-in-Chief 1937-38, Ph.B. degree, age 22, single, American and Protestant. Address P. W. 433.

**EXECUTIVE ACCOUNTANT.** Sheffield Scientific school graduate, class of 1926, seven years with small metal manufacturing firm, five years as treasurer and general manager. Two years controller of large eastern manufacturing plant of machinery manufacturing concern. Unusually broad experience including plant management, office management, trade association work, general accounting, cost accounting (both job and process), budgeting, inventory and production control, statistics, purchasing, shipping, and receiving. Address P. W. 434.

**YOUNG MAN.** High School graduate with 1 year experience as stock, time and billing clerk and one year as salesman desires position in sales or advertising department of Connecticut concern. Son of well known executive. Will accept any work opportunity if choice not available. For interview write P. W. 435.

**FACTORY MANAGER** with over 25 years experience in metal goods manufacturing, having had complete charge of production and management, seeks similar connection where his services would be of value. American born, age 46, married. Can furnish best of references. A personal interview solicited. Address P. W. 436.

**MANUFACTURING EXECUTIVE.** Pressed metal goods. Experienced mechanic and production man. Product design; tooling-up; modern production methods. Capable organizer. Relocate in Connecticut. Address P. W. 437.



*"Getting him back to work is worth  
ten times the insurance cost"*

"You see, the actual insurance — the settling of workmen's compensation claims — is only part of the story.

"What is of more interest to me is the help American Mutual gives us — in a medical way — to restore the job-holding abilities of injured workers. Their specialized doctors, being familiar with the requirements of an industrial job, can direct the treatment with the job in mind and bring back to work a man who might otherwise be permanently unfit.

"So — instead of an existence of idleness, supported by insurance — that man out there whose experience is worth ten times our entire premium cost, is back earning his living — of use to himself, of value to us."

American Mutual, the country's first liability insurance company, offers to employers, in addition to medical rehabilitation, two other opportunities to profit:

... from safety engineering. Going beyond the application of mechanical guards at dangerous places, we help you, economically, to organize men, methods, and machinery according to the principles of practical safety, eliminating uninsurable indirect losses and often reducing insurance cost.

... from cash dividends. Our savings are your profits. By dealing direct with our own salaried salesmen, by helping to reduce accident losses, by sound

financial management, our savings have always been sufficient to return each policyholder one-fifth or more of insurance costs — regularly for 50 years.

American Mutual, America's first liability insurance company, has branches in 56 of the country's principal industrial centers. In addition to Workmen's Compensation, it offers opportunity for savings on Automobile and practically all other lines of liability insurance.

Admitted Assets: \$34,866,615.84 Liabilities: \$29,443,222.08  
Surplus to Policyholders: \$5,423,393.76 As of Dec. 31, 1937



Savings even greater than 20% have been regularly made on Fire Insurance, written by our associate, Allied American Mutual Fire Insurance Co.

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**SALES**



**POWER**

IN THE RIGHT PLACE—AT THE RIGHT TIME!



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DOWD  
WYLLIE  
& OLSON INC.  
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When next you need  
**GOOD PRINTING**  
call on us for help.  
The Case, Lockwood  
& Brainard Company  
Hartford, Connecticut

